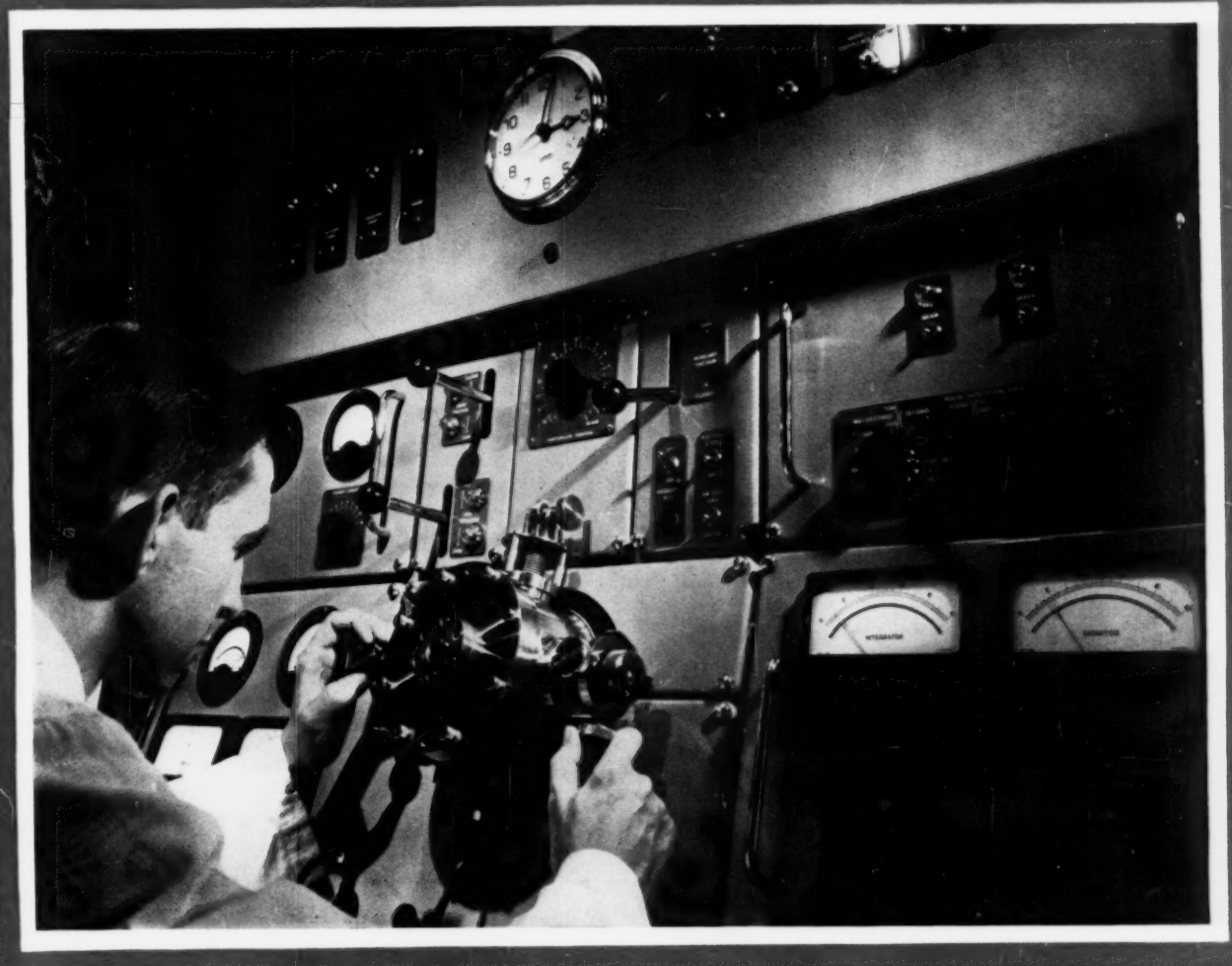
Board of Trade Journal

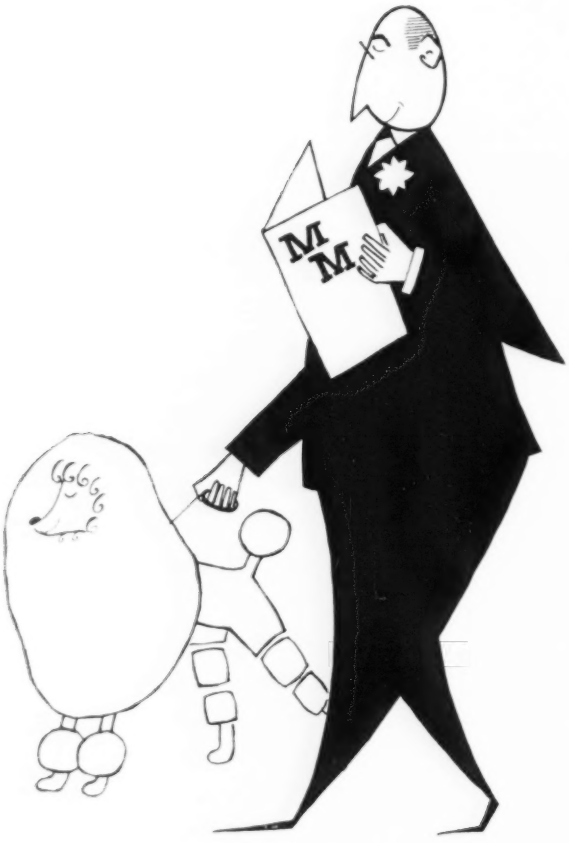
Volume 182, No. 3385

2 February 1962



PUBLISHED BY HER MAJESTY'S STATIONERY OFFICE

1s. 3d. net



and men on the way up

need

To be well informed on all things going on in the engineering world you *must* read Machinery Market—regularly. It is packed with lively articles and up-to-the-minute information. A supplement published each week contains an immense selection of new and second-hand plant for sale, wanted and for auction. You can be sure that most of your competitors read it. If you wish to keep abreast of them you must read Machinery Market too.

Men at the top

Every form of manufacture is covered by MACHINERY MARKET—all who use or need machinery or engineering material. An annual subscription of 55/- includes the Machinery Market Trade Index and Diary

MACHINERY MARKET

The Commercial Engineering Journal 1/3 every Thursday

The Machinery Market Limited, 11 Wardrobe Chambers, 146a Queen Victoria Street, E.C.4 Tel: CITy 1642 (6 LINES)

Board of Trade Journal

Volume 182, No. 3385 — 2 FEBRUARY 1962 — Price 1s. 3d. net

Pages 197-268 — Annual Subscription including Inland Postage, £3 18s. 0d

Contract Problems in the Sale of Goods to the American Market

Bernard B. Smith, Hon. C.B.E., Attorney-at-Law, United States
Legal Adviser to Export Credits Guarantee Department

UNLIKE THEIR American competitors, British manufacturers in the sale of goods to United States customers do not as a matter of generally accepted practice incorporate comprehensive conditions of sale in their order forms or sales agreements. As a consequence, disputes and controversies not infrequently arise, and at times British manufacturers have suffered serious losses which the use of comprehensive conditions of sale could well have avoided.

A number of factors emphasize the importance of providing in the preparation of conditions of sale for all possible contingencies that can reasonably be anticipated, especially as ambiguities in a contract are generally resolved against the person who prepared it.

One factor for instance is that each of the fifty states of the United States has separate (even if, in many instances, similar) commercial laws and differing judicial decisions prompts the American manufacturer to ensure through the terms of his contract of sale that it is likely to be enforceable in any state in which an action to collect an indebtedness from a delinquent debtor may be found necessary.

With respect to British manufacturers selling to the American market, another factor which suggests the use of comprehensive conditions of sale, stems from the fact that the language employed in the contract of sale may not have precisely the same meaning in both the United Kingdom and the United States. It is advisable, therefore, that the terms and conditions of sale be expressed in unmistakable as well as comprehensive terms as a means of avoiding misunderstandings and controversies arising between vendor and purchaser.

It must be remembered that in nearly all the states of the United States in the case of a lawsuit involving a commercial transaction the losing party in such a suit is not required to pay the counsel fees of the prevailing party. Thus at very little cost a debtor who may have, or may anticipate having, financial difficulties may decide to purchase delay in payment at relatively small cost by interposing defences, counterclaims and set-offs in actions brought by a creditor to enforce collection.

Fifty Distinct Bodies of Law

Another problem which must not be overlooked stems from the fact that there are fifty distinct bodies of law administered separately by each of the fifty states of the United States. The New York law with respect to a specific commercial transaction may differ significantly from the law of the state of California with respect to the same type of transaction, for the legislature of each state adopts its own laws and each state has its own judges who interpret the laws. These laws and judicial decisions of the fifty separate jurisdiction of the United States constitute in effect a legal jungle through which a clear path should be drawn in the form of comprehensive and effective conditions of sale.

Specific reference to some of the pitfalls in commercial transactions in the United States drawn from our experience which the conditions of sale are designed to avoid may perhaps serve to illustrate their significance.

At the outset I should like to point out that there is a conflict of opinion among the courts of many of our states on the question of whether the law of the place where a contract is made or that of the place of performance should be controlling in interpreting a contract, and indeed there can be a measure of disagreement with respect to the jurisdiction that is appropriate for the initiation of an action to enforce payment. While it is true that many states of the United States have adopted the provisions of the so-called Uniform Sales Act, it will be found that the provisions of this Act are not infrequently interpreted differently by the courts of the several states, and contracts of sale should be written in such fashion as to avoid such conflict.

NOTICE TO JOURNAL READERS AND ADVERTISERS

The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1s. 3d. (Annual Subscription £3 18s. 0d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester, 2; Edmund Street, Birmingham, 3; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

© Crown Copyright 1962
Extracts may be published if the source is duly acknowledged, except that permission of the authors must be obtained to reproduce signed article.

Subscriptions and Sales Inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2192.) Address for telegrams and cables 'Boneblack, London.'

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876—Ext. 147.) Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Telephone: City 3718.)

The Government accepts no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of Articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £1 10s. 0d. per page (or part) for 250 copies. (Larger quantities 3s. 6d. per page for each additional 125 copies.)

Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

CONTENTS

	PAGE
Contract Problems in the Sale of Goods to the U.S.	197
The Outlook for Exports	200
B.E.T.A. and Decimal Currency. Official Receivers	202
Advertising as a Key to Exporting. Minister of State's Visit to Industrial Centres	203
Record E.C.G.D. Business in 1961. New Appointments to E.C.G.D. Advisory Council. November Another Record Tourist Month. English Text of the Common External Tariff of 'The Six'	204
Middle East Centre Opened in London. Middle East Background Course. Committee of Inquiry on Decimal Currency. New Copyright Order on Foreign Television Broadcasts. The Companies Registers (Federation of Malaya) Order, 1962	205
The Import Duty Drawbacks (No. 1) Order, 1962. Removal of Import Duty on Serpentine Chippings. Application for Reduction of Import Duty on Metal Working Machine-tool Parts. Extension of the E.C.S. Carnet Scheme to Unaccompanied Samples	206
Wholesale Prices Indices, 1961	207
Import and Export Prices in December and the Year 1961	219
Index of Industrial Production	220
Shipping Movements at U.K. Ports	221
Production of Man-made Fibres in 1961	224
Registrations of British and Foreign Films	225
Forthcoming Government Auction Sales	226
Questions Asked and Answered in Parliament	227
Trade Fairs and Exhibitions at Home and Overseas	229
British Products at Philadelphia Show Attract U.S. Buyers	230
Big British Boat Display in Genoa	231
Trade Fairs and Exhibitions in the United Kingdom	232
Overseas Visitors see British Industry	235
Overseas Trade Section	
Presenting British Goods to the Average American Purchasing Agent. British-American Chamber of Commerce and British Trade Centre in Chicago. Industrial Mission to West Indies.	237
Trade and Financial Arrangements	
United Kingdom and Roumania	239
France and Switzerland. France and Eastern Germany. Brazil and Czechoslovakia. Tunisia and Libya. Greece and Morocco. Italy and Albania. France and the Republic of South Africa. Japan and Argentina	240
Norway and the U.S.S.R. British Commercial Representatives Overseas.	241
Information for United Kingdom Exporters	242
Tariff, Customs and Import Regulations in Overseas Countries	
Chile: Amendments to List of Permitted Imports	245
Chile: Amendments to Import System	249
Bolivia: Customs Tariff Modifications	250
Ecuador: Import Control. **Uruguay:** Duty-free Imports. **Paraguay:** Textile Imports. **Canada:** 'Made in Canada' Rulings. Food and Drugs Act and Regulations. **United States:** Proposed New Tariff. **Argentina:** Import Restrictions	252
Belgo-Luxembourg Economic Union: Import Duty Tariff Quotas.	253
Turkey: Global Import Quotas and Liberalization Lists	254
Belgium: Transmission Tax Surcharge on Imported Goods. **Spain:** Global Quotas. **Federal German Republic:** De Facto Liberalization. **Portugal:** Addition to the Import Drawback System. **Algeria:** Import of Dessert Pears	256
Tunisia: Suspension of Duty on Trichlorethylene. **Federation of Rhodesia and Nyasaland:** Application for Increased Duty	257
Federation of Rhodesia and Nyasaland: Amendment to Suspension of Duty List. Import Control. Application for Increased Duty	258
Federation of Rhodesia and Nyasaland: Import Control	259
Pakistan: Import Trade Control for First Half of 1962 (Cont.)	260
India: Customs Duty Drawback	263
Federation of Malaya: Tariff Advisory Committee Application. **Philippines:** New Foreign Exchange Regulations. **Australia:** Import Licensing Changes. Tariff Changes	264
Australia: Details of Temporary Duties. Tariff Board Inquiry. Decisions on Tariff Classifications	265
Australia: Revision of Customs By-laws	266

Front Cover Photograph

An A.E.I. spark source mass spectrometer in use at the laboratory of the Radio Corporation of America at Princeton. Developed in the company's factory at Manchester, for the qualitative and quantitative analyses of solids, it is claimed to be the most advanced of its type in the world. Two others have been ordered for nuclear research work in Russia, and other instruments are on order for Holland, France, Germany and Switzerland.

Space manifestly doesn't permit specific reference to the laws of all fifty states, or even to a number of them, in commenting on the nature of appropriate terms or conditions of sale. Since most British products sold to American customers initially enter the port of New York, the observations here contained will relate basically to the laws and decisions of the state of New York. As would be expected, New York State enjoys a far larger body of court decisions affecting commercial transactions than any other state of the Union. Nevertheless, in the preparation of contracts of sale the provisions thereof should be so written as to render them so far as possible effective and enforceable under the laws of all the states of the United States.

The first and perhaps most important consideration in drafting conditions of sale is to incorporate a provision therein which recites that the laws of a specific state of the United States or the laws of the United Kingdom govern the interpretation of the contract. It is unwise to assume that the law of the place where the contract was executed or that of the jurisdiction in which the contract is to be performed will necessarily, by operation of law, control the interpretation of the agreement.

The diversity of opinion on this question – even among the courts of a given state – was well pointed up by a 1954 decision of the New York Court of Appeals, which is New York's highest court, in the cast of *Auten v. Auten,* 308 N.Y. 155.

In this case, in which our office participated, the agreement in question contained no provision as to which law was to be applied in the case of actions to enforce or interpret the agreement. We represented the plaintiff, a British resident, who had signed an agreement in New York which under one interpretation could be considered to have New York as its place of performance. Nevertheless, under the facts in that case, it would have been definitely inequitable to have New York law, rather than British law, govern the interpretation of the agreement. On that basis, we successfully urged upon the Court of Appeals that it should adopt the "grouping of contacts" theory in its determination of the appropriate controlling jurisdiction. The Court did so and, inasmuch as "all the truly significant contacts" were in England, applied British law. The Court expressly recognized that its adoption of the "grouping of contacts" theory might "afford less certainty and predictability" than the former rules, but reasoned that this negative factor was outweighed by the beneficial effects which would flow from the adoption of this theory.

Since it is altogether likely that this more liberal "grouping of contacts" theory will be adopted by the courts of more and more states of the United States, it is clearly advisable, indeed necessary, to designate in the contract of sale either the United Kingdom or a specific state of the United States whose law shall control the interpretation of the contract of sale.

Failure to Comply with Specifications

Some years ago, we were engaged by a British exporter to deal with a situation in which the British exporter had already delivered several hundred thousand dollars of merchandise, some of which admittedly did not comply with the specifications contained in the order. The debtor refused to pay for the merchandise upon the ground that his counterclaim for damages arising from the failure to comply with the specifications (these were not open market goods but goods made to the specifications of the customer) exceeded the amount of his indebtedness. Even more serious, however, was the fact that the British manufacturer had already accepted six additional orders for similar merchandise aggregating another $200,000, all of which orders were separate and distinct from the others, were signed by the parties at different times and in effect constituted independent contracts. If the British manufacturer failed to comply with each separate order or contract by delivering the merchandise provided for thereunder he would be subjected to further claims for damages for loss of profits, for the customer had allegedly presold the merchandise that was the subject of the orders then still unshipped by the British manufacturer. If the British manufacturer proceeded to ship the goods represented by each undelivered order, payment was unlikely to be forthcoming, as the debtor had already interposed claims for damages substantially in excess of the invoice price of the goods theretofore delivered.

The investigation we caused to be conducted indicated that the

American debtor, although not then insolvent, would in no more than a year in all probability reach a state of insolvency. Unfortunately the British manufacturer had failed to include in his conditions of sale a provision to the effect that failure to pay for any one shipment within the time specified for payment in any one order would serve to relieve the vendor at his option of any obligation to make shipment of the remaining unfulfilled orders. Had this been done, the failure of the American debtor to pay for the goods theretofore delivered under the one order could have been treated by the British manufacturer as a breach of all the other orders he had theretofore accepted under the doctrine of "anticipatory breach" and he could thus refuse to manufacture and deliver the goods covered by the remaining orders. How this situation was resolved is not of importance to this discussion: what is of significance is that the British manufacturer could easily have avoided the predicament in which he found himself through the use of appropriate provisions in the conditions of sale.

Another problem which confronted the British manufacturer in this situation stemmed from the fact that the American purchaser's claim was largely based on consequential damages. The British manufacturer could have limited his liability with respect to the goods delivered by including in his conditions of sale a provision to the effect that the purchaser should not be entitled under any circumstances to claim consequential or special damages by reason of defects or imperfections in the goods or by reason of late delivery or non-delivery.

Under the Uniform Sales Act which has been adopted by the state of New York the failure of the seller to deliver part of the goods ordered within the time contracted for serves to relieve the buyer of the obligation to accept such goods and in addition provides the buyer with the right to cancel the balance of the order. Since a vendor is required to comply strictly with the delivery dates set forth in a contract of sale it is important that the British manufacturer or exporter undertake to define with considerable care what shall constitute "delivery". Among other things it is advisable to place on the face of the order form a statement to the effect that the place of delivery shall be the manufacturer's plant or factory. The inclusion of such a provision in the order form or sales contract will ensure that the buyer assumes all risks of delay in transportation and will serve to avoid the question of where delivery takes place becoming a subject of inquiry by a court or arbitration tribunal.

Shipments by Sea

If the goods are to be shipped by sea it is best to so specify in the conditions of sale. Where shipment by sea is specified it is well to incorporate a provision to the effect that the British manufacturer reserves the right to ship the goods by air (with the exporter absorbing the increased shipping cost) and if the goods arrive at their destination within the same time as if they had been shipped by sea the conditions of sale relating to delivery shall be deemed to have been complied with.

Where delivery is contracted to be made over a period of months it is well to provide that the goods may be delivered in parts or in whole within a period commencing not earlier than the first day of the first month provided for delivery nor later than the last day of the final month of the delivery period. Such a provision will serve to avoid the possibility of requiring judicial interpretation as to the precise intention of the parties with respect to time or times of delivery in the absence of such a provision.

In a case which, we dealt with, a British exporter had inserted in his contract with an American purchaser the following clause:

> *"Any dispute arising out of this agreement or otherwise, however, shall be referred to the High Court of Justice in England and shall be governed by and construed in accordance with English law."*

The exporter however did not include in the contract a provision which would have subjected the American purchaser to the jurisdiction of the High Court of Justice of England such as having the purchaser designate a solicitor in England upon whom process could be served. Since the American purchaser was not engaged in business in England and maintained no office there he could not be made subject to the jurisdiction of the High Court of Justice of England and, indeed, when after the contract of sale was executed demand was made upon him to submit to the jurisdiction of the High Court of Justice of England he refused so to do. It therefore became necessary for us to initiate suit against him in the state of New York.

In this suit the defendant, a New York corporation, interposed the defence that the clause hereinabove quoted conferred exclusive jurisdiction over the matter in issue on the High Court of Justice in England, and that the exporter could not as a consequence thereof institute suit outside England. Fortunately for the British exporter, the New York Court held that the purchaser, a New York corporation, could not contract to oust the courts of New York of jurisdiction and accordingly was subject to suit in the state of New York despite the provision to the contrary in the contract of sale.

Although here the necessary jurisdiction was established the extensive opinion of the New York Court in supporting its jurisdiction indicates that in the preparation of a contract of sale care should be exercised in relation to the detemination of the controlling jurisdiction and the means for resolving disputes. It is our view that it will generally prove advisable to provide in the contract of sale that any disputes or controversies be settled by arbitration and that such arbitration be held in a place in the United Kingdom in keeping with the appropriate rules and regulations relating to arbitration under the laws of the United Kingdom. In addition of course a provision should be incorporated in the contract to the effect that the laws of the United Kingdom shall govern the interpretation of the contract. If the arbitration clause is properly prepared so that it can be judged to be in compliance with the laws of the United Kingdom relating to arbitration, then an arbitration award made in the United Kingdom will be enforceable in the courts of the state of New York even though no judgment on the arbitration award is entered in the United Kingdom prior to proceeding to enforce the arbitration award in the state of New York.

Many U.S. Firms Prefer their own Sale Forms

Another problem stems from the fact that many large American purchasers prefer to use their own printed form of confirmation of order and conditions of sale rather than sign the vendor's form of order and conditions of sale. Since a British seller and an American buyer will never be found to use precisely the same form of order or confirmation of order as a consequence controversies not infrequently arise with the British vendor contending that his form of contract of sale is controlling and the American buyer contending that his form of confirmation of order constitutes the contract of sale between the parties. A New York court in one such case decided that when the seller sends the buyer his form of order for signature by the buyer, and the buyer in place of signing the form of order sends the seller his form of confirmation of order without any further acceptance on the part of either party of each other's order or confirmation of order, no contract results because the orders or confirmations of each party in effect constitute unaccepted offers. A problem can also arise even when the buyer signs the seller's form of sales contract and at the same time forwards to the seller his own signed form of confirmation of order. In order to resolve this problem it is advisable that the British manufacturer include in the contract of sale a provision to the effect that the seller's contract of sale supersedes the buyer's order form, confirmation or manifest.

Frequently between the time the order is placed and the time fixed for delivery the financial condition of the American customer materially deteriorates, so that by the time the contract date of delivery arrives the seller may well question the wisdom of making shipment as he becomes disturbed as to whether the customer will be able to make payment pursuant to the credit terms provided for in the contract of sale, and unless there is sufficient evidence of insolvency the seller will find himself legally bound to make delivery. It is advisable therefore to include in the contract of sale a provision to the effect that if in the sole opinion of the seller the financial condition of the buyer warrants such action the seller may demand payment in cash before delivery for all or any part of the merchandise which is the subject of the order and that upon failure of the purchaser to make such payment the seller may cancel the contract of sale or sell the undelivered merchandise and hold the purchaser responsible for any deficiency thereon.

(Continued at foot of next page)

The Outlook for Exports

—The President

MR. FREDERICK ERROLL, President of the Board of Trade, speaking at the annual dinner of the Leeds Chamber of Commerce, Queen's Hotel, Leeds, on January 26, said:

'First of all I want to say something about exports. Let me say at once that I do not propose to make any exhortations tonight. Nor am I going to repeat the reasons which make it necessary for us to secure the largest possible increase in our exports. These are already well known. I want instead to say something about the way in which our export trade developed last year and about the outlook in the coming months.

'In 1961, for the first time in our history, we sold goods abroad at the rate of rather more than £10 million every day. But although our exports in 1961 were 3½ per cent. higher than in 1960, the whole of this increase had already occurred by the first quarter and there was no further growth during the year. The main reason for this was the fall in demand from the primary producing countries of the world—which account for roughly half our total exports. The incomes of these countries had been affected by the weakness in the prices of the commodities they sell in the world's markets; and between the beginning and the end of 1961 our exports to them fell by something like 10 per cent. The fall was particularly marked in some of our biggest traditional markets, including Australia, New Zealand and South Africa.

'Our exports to Western Europe increased very substantially last year: by the end of the year the value of our exports to Western Europe was 18 per cent. higher than it had been twelve months before. We sold to them—including some of our most formidable competitors—practically £1,200 million worth of goods—nearly one third of our total exports. Five individual countries—West Germany, Sweden, the Netherlands, Italy and France—each bought well over £100 million of goods from us during the year. Those who argue that British industry is not competitive in world markets should ponder these figures.

'West Germany is our fourth biggest export market. Our exports to West Germany in 1961 were only 5 per cent. more than in the previous year: but they were nearly two and a half times as big as they had been in 1954. Our exports to France and Italy increased by about 30 per cent. last year. France became one of our biggest markets for machinery and Italy one of our best customers for machine tools.

'Last year we sold about £12 million worth of scientific instruments and the like to the Common Market countries. This means that we have more than doubled our sales in three years. Our sales of tractors to Western Europe have also doubled in the same time, to a total of over £40 million. This striking growth in our exports was not confined to Western Europe. Our sales to Eastern Europe increased by over one third compared with 1960—although the total is of course very much smaller than total sales to Western Europe. Our exports to Japan increased by 50 per cent. and are now running at about £40 million a year.

'After a period of declining sales in the U.S.A. which continued until last spring our exports began to benefit from the recovery in the American economy: they have been increasing sharply during the last nine months or so and are already 30 per cent. up on the lowest point.

'I must emphasise that the increase in our exports to Western Europe which took place last year was not a flash in the pan: it was a continuation of a trend which has been developing steadily in the last few years. This clearly reflects the growing realisation of the opportunities which exist on the Continent for the products of British industry—a realization which Sir William McFadzean and his colleagues in the Council for Europe have done so much to promote. It also reflects the fact that trade between industrial countries has been growing a good deal faster than world trade as a whole.

'The growth in trade between the industrial countries—so much of which consists of engineering and capital goods—has had its effect on the composition of our own exports. Before the war only about 20 per cent. of our exports consisted of engineering products. They are now well on the way towards accounting for half our total exports. Our exports of machinery have grown particularly rapidly. Last year they amounted to more than £1,000 million. The range of items sold abroad was very wide. To take a few examples, in 1961 we sold £80 million of internal combustion engines; £60 million of textile machinery; £50 million of radio and other electronic equipment; £30 million of aircraft engines and £30 million of office machinery.

'Our exports of some of these types of machinery have expanded at a very remarkable rate. Since 1954—that is in a space of seven years—exports of excavating machinery, office machinery and accounting machinery have doubled or more than doubled. I do not wish to suggest that our exports will in future consist only of machinery sold to industrial countries. Nor do I wish to underrate the importance of our long-established markets in the developing countries of the world. Nevertheless it is important that we should be fully aware of the great changes which are taking place in the broad pattern of world trade, and of the changing distribution and composition of our exports.

'There is no doubt that the most important development in international trade in recent years has been the rapid growth in the interchange of sophisticated industrial goods by the developed countries. Buyers in the industrial countries—including Britain—are increasingly getting into the habit of "shopping around" and of inspecting the whole range of alternatives offered by manufacturers in different countries before they place an order. This tendency is matched by the growing practice of manufacturers to regard the whole world as a potential market for their specialized products.

'These are healthy developments, which will promote trade and increase standards of living throughout the world. They will bring with them high rewards for manufacturers who have the resourcefulness and foresight to concentrate on products for which world demand is growing. Indeed it seems to me that the only way in which we in this country can hope to achieve the sustained increase

---

Contract Problems *(Continued)*

The British manufacturer will not, I am sure, overlook the need to protect himself by provisions in the contract of sale from a failure to make delivery because of conditions beyond his control, for under New York law the fact that the vendor may be prevented by the statutes or administrative regulations of a foreign country from complying with the terms of his contract of sale is no defence in the event that the purchaser brings suit against the vendor for damages for failure to perform the agreement. It is always advisable to incorporate in the conditions of sale a provision to the effect that all laws, orders, actions and regulations of the country of origin which may prevent the vendor from complying with the contract of sale shall excuse the vendor from any claim for damages for his failure to perform. By the same token, it is also advisable to include customary comprehensive "Acts of God" provisions excusing the vendor among other things from the consequences of extraordinary situations such as strikes in the factory of the vendor or in that of his suppliers or sub-contractors, transportation strikes and other events which can be defined as being beyond the control of the vendor.

Manifestly there are many other problems that can arise in the sale of goods that can be anticipated and controversies avoided through the use of comprehensive conditions of sale. Some classes of transactions will of course require the insertion of special provisions in the contract of sale because of the unique character of the goods involved or because of unusual customs of the industry in which such sales are made. In some instances British manufacturers sell their goods on a dollar landed price basis. Here wisdom would dictate the inclusion of appropriate provisions in the conditions of sale relating to changes in rates of American tariff, changes in the valuation of the goods for duty purposes and changes in rates of exchange between the time the order is accepted and the time of delivery.

(See page 237, 'Presenting British Goods to the Average American Purchasing Agent'.)

in exports on which our prosperity depends is to devote an increasing proportion of our resources to the manufacture of those goods for which demand throughout the industrialized world is growing rapidly.

'It may be that one explanation of the failure of our exports to grow as fast as those of our principal competitors in recent years has been that, for one reason or another, they have devoted proportionately more effort to those goods and those markets which are most promising. Are we producing the right goods and are we trying to sell them by the right methods in the right places? I believe that our performance shows that to an ever increasing extent our manufacturers and exporters are.

'If this is so, then I believe that the outlook for our exports in the nineteen-sixties is encouraging. For the figures which I have quoted tonight are in my view clear evidence of a resilience and flexibility on the part of British manufacturers for which they are not always given credit. I do not wish to sound complacent. International trade is becoming more keenly competitive every day, and this process will continue as tariffs are reduced and the number of potential suppliers increases. It will not be easy for this country to increase its share of world markets. But I see no reason for despondency. British manufacturers and merchants could not have achieved the successes of which I have spoken tonight if they were not in general highly competitive; and it is my personal belief that there is a prospect of much greater success ahead.

'This brings me to the immediate prospects for our export trade on which I shall say only a few words now. I began by referring to fall in our exports to primary producing countries last year. It is possible, of course, that further falls will occur in these markets but, looking at them as a whole, I believe that we have come through the worst. Indeed I think that we might see the beginning of a slow improvement soon. This is a great change from a year ago when the prospect before us was of declining demand for exports in these countries.

'At that time, too, we were uncertain how far and for how long the recession in the United States economy would continue: we could not be sure that our hopes that it would be mild and short would be fulfilled. But now we know that the United States economy is going ahead fast and our exports to this market should continue the rapid improvement that has already begun. In Western Europe, production is increasing and consumer demand is strong and growing. I believe that this conjunction of favourable circumstances holds out the promise of a substantial increase in our export sales this year.

The Lessons of 1961

'What lesson can we learn from this account of our record in 1961 and our hopes for 1962? The answer is, I suggest, clear. Our standard of living—and our economic strength and position in the world—depend on a steady rise in the volume and variety of goods exchanged in international trade throughout the world. It is for this reason that we have pursued trading policies designed to increase world trade to the maximum and this is a central feature of the Government's whole economic policy.

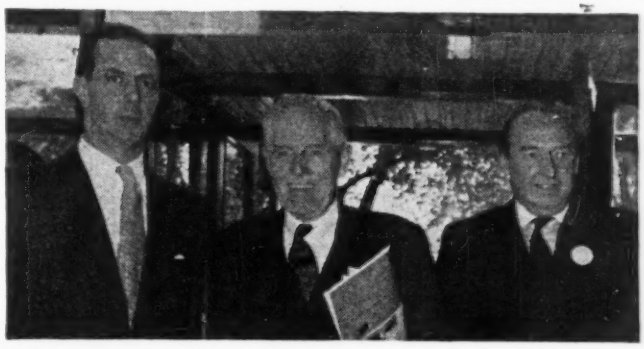
'It would be possible to follow an alternative policy. We could keep out imports and rely on our own resources for our own goods. But if such a policy were followed, and if full employment were to be maintained here, it would mean uneconomic production in Britain regardless of cost and this would mean a progressive reduction in our standards of living. Unless we are prepared to use our own resources where it is more profitable for us to expand, and to allow imports of goods which can more easily be made abroad, we shall condemn ourselves to a lower quantity, less variety and poorer quality of goods at our disposal, than need otherwise be the case.

'A policy of full employment, combined with rising living standards, means using our resources to ensure maximum output in Britain. Where our resources are less productive, they must be transferred to industries where they can be more productive. This applies not only to labour but also to management and capital. A restrictive and protectionist policy only delays this transfer of

(*Continued on next page*)

BEHIND THE EXPORT DRIVE

Mr. Frederick Erroll (third from left), President of the Board of Trade, with four Iraqi businessmen who called on him in London during their recent tour of Britain. *Left to right:* Mr. Mehdi Al Rahim, secretary, Baghdad Chamber of Commerce, and director of the 'Orosdi Back' department store; Mr. Mundher Fettah, managing director of Fettah Pasha Spinning and Weaving Co.; Mr. Tahsin Bakr, managing director of the Iraq and United Cement Companies; and Mr. Sabih Al Shanini, importer of woollens and women's clothing.



Sir Keith Joseph (left), Minister of State, Board of Trade, with Dr. Percy Dunsheath (centre), chairman of the Cambridge Instrument Co. Ltd., and Mr. D. A. Wilson, Regional Controller, Board of Trade, Eastern Region, at the opening of the company's new instrument assembly wing.

Mr. Niall Macpherson (left), Parliamentary Secretary, Board of Trade, inspecting some printing machinery at the stand of Intertype Ltd., Slough, shown at last year's Brno Trade Fair. With him are Mr. C. C. Parrott (centre), British Ambassador to Czechoslovakia, and Mr. A. L. Weeks of Intertype.

our resources, and retards improvements in our living standards.

'But an expansionist trade policy cannot be one-sided. We, therefore, have given, and need to give, first priority to promoting conditions throughout the world favourable to the expansion of international trade. We need to ensure that British goods can compete on equal terms, not only at home in competition with imports but in our export markets in competition with locally-produced goods and goods from other exporters.

'What have we been doing to carry other countries with us? We have taken an active part in five international conferences, held under the GATT, since the end of the war for exchanges of tariff reductions. We have taken the lead in the GATT and in the O.E.E.C. in securing the removal of nearly all quota restrictions. We have also taken the lead internationally in negotiating a ban on export subsidies.

'As a contribution to a general reduction of barriers to trade, we have worked in a smaller geographical area for more rapid progress in their elimination. We formed the European Free Trade Association with six other European countries – to which has now been added a seventh, Finland. In this Association we and our partners will gradually remove tariffs and quotas on each other's industrial products.

Cheap Imports can Raise Living Standards

'More recently, we have entered into negotiations to join the European Economic Community and, if these negotiations succeed, we and other members of the Community will similarly reduce our tariffs and quotas on each other's products. What about our own market? The more cheaply we are able to buy our imports the better for our balance of payments. But we have recognised, in common with other countries, that tariffs – not import restrictions – are a legitimate means of giving reasonable protection to domestic industries.

'Nevertheless, cheap imports can raise our standards of living provided that we can transfer our surplus resources into more profitable lines. We have however to see that cheap imports do not have such a sudden impact on our industry that they provide no breathing-space for the redeployment of our resources. In the case of cotton textiles, for example, export restraints applied by agreement between the industries in the exporting countries and the domestic industry here have provided Lancashire with a breathing-space, and the cotton textile industry itself with the necessary time for re-organization and re-equipment.

'To ensure that British goods may compete on equal terms in our own domestic market, we have powers to impose anti-dumping duties. If goods are dumped and if their continued sale on our market at substantially cheaper prices than in the market of origin causes or threatens material injury to our industries, and would hurt the interests of Britain as a whole, it is appropriate to use these powers and we have not hesitated to do so.

'In considering the problems of the expansion of international trade, and the reduction and removal of artificial barriers, we have to give special consideration to the less-developed countries. Their ability to take regular and increasing supplies of our goods depends not only on such financial aid as can be given by the richer countries but, more importantly, on their ability to find markets for their own products. It is generally recognized that they cannot satisfy their needs for foreign exchange by selling primary products alone. More and more, they must be allowed to find markets for their own processed and manufactured goods.

'Only by giving these less-developed countries opportunities to sell their products to us can they buy from us the capital goods which they need to develop their economies and ultimately to expand their trade. The contribution which such countries can make to the expansion of international trade is vast. This brings me back to my main theme. Restraint of trade can never produce an expansion of trade. Without an expansion of trade we cannot improve our standards of living.

'Our policy must therefore be to co-operate with, and encourage, other similarly-minded countries to lower barriers to competition and remove props to inefficiency. In this way our resources, and the resources of other countries, will be deployed so as to produce the maximum output, and so that consumers the world over will get the best value for their money.'

President Opens New Research Centre

AT THE OPENING of the new £1·5 million Research and Engineering headquarters of C.A.V. Limited at Acton, London, on January 29, the President said: 'We often hear about the research efforts of our competitors, and it is certain they will give us no time to rest on our laurels. But we can justifiably take pride in our own research efforts. Britain's total expenditure on research and development probably exceeds £500 million a year; more than half of this is undertaken by industry.

'C.A.V. have shown how exports can be gained by the development of new products to meet a need. Not only must we have the products; we must sell them aggressively and at a price which efficient production alone can achieve. It is only by ensuring that we have the proper facilities, both for technical research at home and market research overseas, that we can hope to do this. British exports in 1961 were some 3½ per cent higher than in 1960. This increase was achieved in spite of many difficulties.

'The world of the '60s and '70s of this century will be one of growing industrialisation in which competition will increase. But we hope that it will be a world in which the amount of trade available will be constantly increasing. We must look upon change as a challenge and as an opportunity. If, as we hope, the division of Europe is brought to an end and we achieve a single European market, the competition and the opportunities will grow more rapidly. To meet this competition we must maintain our own technical progress, which depends on research and development.'

B.E.T.A. and Decimal Currency

'INTRICATE AS the organizational problems of Britain adopting a decimal currency may prove to be, I am sure that given a change-over, the productive efficiency which characterizes the British business equipment industry would be ready to play its full part in what we must all agree would be an operation of major proportions.' This was said by Mr. Frederick Erroll, President of the Board of Trade, when he addressed members of the Business Equipment Trade Association in London on January 25.

Mr. Erroll said that the Business Equipment industry certainly had a very close interest in this subject. He realized that for them it was not merely a domestic question but one that might have implications for their export trade. He was aware of the Association's thought to this and that it had offered its services and the services of its Decimal Currency committee to those who examined the matter and subsequently reported to the Government.

Referring to the Association's production, the President said he had been informed that it was now running at well over £100 million a year compared with £15 million in 1945. 'This is truly a remarkable record, and I would like to congratulate you on the outstanding expansion which you have achieved as an industry over the last ten years or so. In a competitive world the future offers great scope for the increased use of an ever widening range of business equipment.' He said that he had no doubt that the British business equipment industry would develop their products, and would demonstrate what they could do to increase business efficiency, and supplying the resultant demands to the benefit of supplier and user alike.

The story of their development was without doubt one of persistent all-round effort, often made in the face of considerable difficulties. The building and establishment of new capacity, the recruitment and training of personnel, the development of new equipment and of new and challenging designs, the organization of a balanced supply of materials and components, the manufacture of products of high quality, the thrust of salesmanship, and above all the sound management of all of these activities added up to success.

Official Receiver Appointments

MR. RONALD FRANK SAVAGE has been appointed to be an Inspector of Official Receivers attached to the Office of the Inspector-General in Bankruptcy with effect from February 1, 1962.

Mr. Geoffrey Charles Enderby has been appointed an Assistant Official Receiver to act as assistant to any Official Receiver appointed for the purposes of the Companies Act, 1948, and attached to the High Court. This appointment took effect on January 22.

Advertising as a Key to Exporting

'THIS NATION DEPENDS on salesmanship; we need to sell a higher proportion of our output abroad than any other nation; and advertising is part of selling,' said Mr. Niall Macpherson, Parliamentary Secretary, Board of Trade, when he addressed the Incorporated Society of British Advertisers in London on January 23. 'The purpose of advertising,' continued Mr. Macpherson, 'is not only to make known – to make known a product that is worth while making known – and to inform truthfully. It is to persuade to buy and to buy again and again.

'There is one aspect of selling which I would like to stress today. Nobody can doubt that exports are more important to the nation at present than home sales.

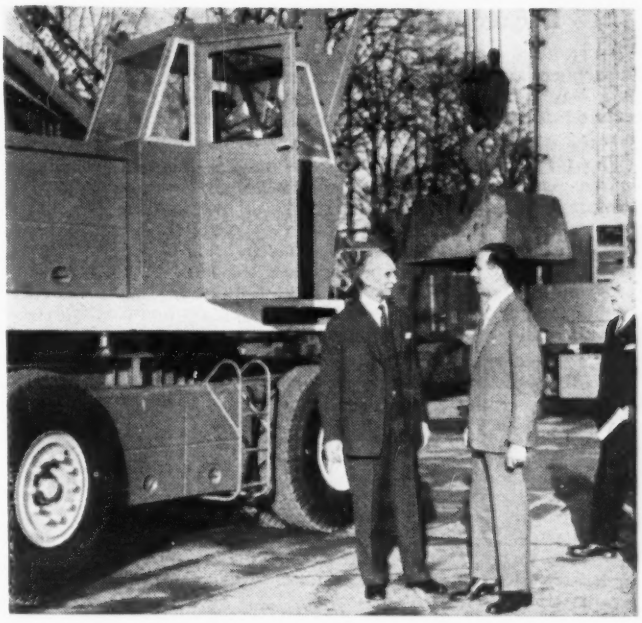
'A high proportion of our exports take the form of goods which are not normally advertised to the public at large. Indeed we rather tend to stress the sales of large assemblies – an order for a rubber or sugar factory, or a steel rolling mill or a ship or an electric power station. All very good business at a time when under-developed countries are developing their resources and their home industries, but in general requiring a different kind of selling effort from consumer goods.

'It is also true that most nations give every encouragement to manufacturers of consumer goods to come and manufacture in their countries rather than to export from here; and many of our manufacturers have established themselves all over the world. But as a nation of 50 million people with a higher standard of living than any country in Europe of comparable size and far lower costs than countries such as the United States, Canada and Australia which have comparable standards of living, we are in a unique position to supply consumer goods abroad. We shall be in a far stronger position still if we enter the E.E.C. with a common market of 250 million souls, and the tariffs against our consumer products there progressively disappear.

'Yet to sell our consumer goods abroad will require a vast advertising effort. I know that some advertising agencies abroad, have branches or associates on the continent.

'This is something which will or should develop immensely. The very fact that we are spending more per head of population on advertising than Common Market countries indicates the scope for development there. I hope that the advertising industry will join heart and soul in the national effort to increase our exports, and in doing so I know it will maintain the high reputation of British goods and services abroad for quality and of British business for integrity.'

A Scammell super constructor hauls a new transformer from the rail head at Sargodha, Lahore, to the new grid station, a distance of about 8 miles.



During his visit to the Waterside works of Ransomes and Rapier Ltd., Ipswich, the Minister of State is seen talking to Rear-Admiral R. S. Warne, managing director, beside a Rapier 1520 mobile crane.

Minister of State's Visits to Industrial Centres

SIR KEITH JOSEPH, Minister of State, Board of Trade, visited Rylands Brothers Ltd., of Warrington, on January 26. The visit was a continuation of his intensive tour of Britain's industrial centres. Rylands manufacture mild steel and high tensile steel wire products such as fencing and netting and produce nearly half the nails produced in this country. They are closely associated with Whitecross Ltd., Warrington, who manufacture wire ropes. Both firms are part of the Lancashire Steel Corporation. A substantial part of the production is exported.

Other visits to be made by the Minister during next week will include:

BLACKPOOL:

February 5: Opening the International Gifts Fair; visit to The Goss Co., Preston.

BIRMINGHAM:

February 8: Visit the Rover Co. Ltd., Solihull; address to the annual general meeting of the European Section of the Birmingham Chamber of Commerce; dinner with the Birmingham Chamber of Commerce.

LEICESTER:

February 9: Visit British United Shoe Machinery Co. Ltd., address to the Leicester and County Chamber of Commerce.

Sir Keith Joseph Visits Germany

SIR KEITH JOSEPH, Minister of State, Board of Trade, visited the Federal Republic of Germany on January 31.

The primary purpose of the Minister's visit was to acquaint himself with trading conditions in the Federal Republic, with particular reference to the opportunities for the expansion of Anglo/German trade. In this connection, Sir Keith met leading German and British businessmen and officials.

The Minister who arrived on January 31 spent the following day in Dusseldorf, where he visited H.M. Consulate-General and the representatives of certain British firms. In the evening he was the guest of honour at a dinner given by the Dusseldorf Chamber of Commerce.

Today (Friday), Sir Keith Joseph will visit the Cologne Furniture Fair and inspect the British stand, and in the afternoon attend a meeting of the British Trade Council in Germany.

Record E.C.G.D. Business in 1961

BUSINESS DECLARED under the Exports Credits Guarantee Department's 'commercial' insurance during the last quarter of 1961 was, at £197·5 million, a record for any quarter. Business declared during the year 1961 was also, at £712·0 million, a record, showing a £17·5 million increase on 1960 business.

The face value of Comprehensive policies increased during the quarter by £31·7 million to £867·1 million (also a record). New Comprehensive policies included general merchandise (£3 million p.a.), machines (£2·9 million), handling plant (£1·4 million), and steel wire ropes (£1·0 million). Specific policies were issued during the quarter to a value of £10·1 million, including textile machinery (£3·8 million) and fertilizer plant (£1·4 million). Not included in the above figures are the 659 'Small Exporter' policies sold since their introduction in April, under which cover for £991,000 has already been allocated.

Under the Financial Guarantee facility (also announced in April) cover had during 1961 been agreed in principle on 13 projects valued at about £95 million with loan values totalling some £70 million. Claims paid during the quarter totalled £873,000.

Formal Quarterly Statement

The Export Credits Guarantee Department on January 20 gave details of their 'commercial' business (under Section 1 of the Export Guarantees Acts). The number of short-term policies current at the end of the fourth quarter of 1961 was 5,874 compared with 5,717 at the beginning of the quarter, and 5,232 at the end of the corresponding quarter last year.

The face value of short-term policies current at the end of the quarter was £867·1 million, compared with £835·4 million at the beginning of the quarter, and £718·4 million at the end of the corresponding quarter last year. New medium-term business to the face value of £10·1 million was transacted during the quarter, compared with £27·1 million in the previous quarter and £26·0 million in the corresponding quarter last year.

The gross value of all short-term and medium-term insured business (including external trade) declared as shipped during the quarter amounted to £197·5 million, compared with £190·5 million in the previous quarter and £173·8 million in the corresponding quarter last year.

Statutory Return

During the quarter ended December 31, 1961, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949 (as amended by the Acts of 1951, 1952, 1957 and 1959) up to a maximum of £51,341,415 in respect of guarantees amounting to £89,980,367;

(b) under Section 2 of the Export Guarantees Act, 1949 (as amended by the Acts of 1951, 1952, 1957, 1959 and 1961) up to a maximum of £21,598,938 in respect of guarantees amounting to £27,294,026.

New Appointments to E.C.G.D. Advisory Council

THE EXPORT CREDITS GUARANTEE DEPARTMENT announces that the President of the Board of Trade has appointed Mr. Frank Cousins and Mr. L. G. T. Farmer to the Department's Advisory Council following the resignations of Mr. W. J. P. Webber and Sir Stanley Harley. Mr. Webber was a member of the Council for four years and Sir Stanley Harley for two years.

Mr. Cousins is General Secretary of the Transport and General Workers' Union and a member of the General Council of the Trades Union Congress; he is also a member of the Council of the Department of Scientific and Industrial Research, and a Governor of the National Institute of Economic and Social Research. Mr. Farmer is Executive Vice-Chairman of the Rover Co. Ltd.

November Another Record Tourist Month

MORE THAN 81,000 overseas visitors came to Britain last November, states the British Travel and Holidays Association, Britain's official tourist organization. This was a 7 per cent. increase over the November figure in 1960. The number of visitors in November brought total tourist traffic to Britain in the first eleven months of 1961 to 1,731,000 – a 9 per cent. increase on the same period the year before.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for companies seeking export business can often be obtained if suitable news items are sent to the Central Office of Information, which collects material from industry for distribution overseas through the Government Information Services. C.O.I. is interested in Press and magazine material, films and tape recordings for radio stations. Material should be sent to the appropriate Regional Office at the addresses given below:

NORTHERN: Mr. J. W. Shand, Prudhoe House, Prudhoe Street, Newcastle-upon-Tyne, 1. (Newcastle 28543.)

EAST & WEST RIDINGS: Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474 – Telex 55119.)

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Sherwood Buildings, South Sherwood Street, Nottingham. (Nottingham 46221.)

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58951.)

LONDON & SOUTH EASTERN: Mr. M. F. Hackett, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8.)

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122.)

SOUTH WESTERN: Mr. S. J. Fletcher, 30 Tyndalls Park Road, Bristol, 8. (Bristol 37026/7.)

MIDLAND: Mr. R. Dean, King Edward Buildings, 205 Corporation Street, Birmingham, 4. (Central 7234/9 – Telex 33376.)

NORTH WESTERN: Mr. G. Mould, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199.)

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327.)

English Text of the Common External Tariff of 'The Six'

Two further parts of the Common External Tariff of The Six which the Board of Trade are issuing in English, are due for publication shortly; and will be available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches, as follows:

Date Available		*Subject*	*Price*
February 9	*Chapter 73	Base metals and articles thereof, iron and steel and articles thereof.	3s. 0d. (by post 3s. 5d.)
February 13	Chapters 74-83	Copper, nickel, aluminium, magnesium, etc., lead, zinc, tin and articles thereof; tools, implements, cutlery.	3s. 0d. (by post 3s. 5d.)

* The Chapter headings referred to are those of the Brussels Nomenclature.

The description of the various parts is given in brief outline only.

The English version has been prepared by kind permission of the Commission of The European Economic Community. It should, however, be understood that the text has not been cleared with the Commission nor with the Member Governments of the Community and that the Board of Trade are solely responsible for it.

The tariff translation is being published in parts as each section becomes available to save time and so that firms and industries can purchase separately the volumes of particular interest to them.

Copies of the translations can also be seen at the Regional Offices of the Board of Trade in Birmingham, Bristol, Cardiff, Glasgow, Inverness, Leeds, London, Manchester and Newcastle. Details of other parts already published are given in the *Board of Trade Journal* of December 22, 1961 (page 1259), January 12 (page 39) and January 26 (page 146).

Total Outstanding Overdrafts of the Nationalized Industries

THE TREASURY now announce the bank overdrafts at January 17, 1962, of the bodies to which advances may be made under Section 42 of the Finance Act, 1956, as amended by Section 78 of the Finance Act, 1960.

The total bank overdrafts of the seven authorities at January 17, 1962, was £62·3 million of which £53·1 million was from the clearing banks and £9.2 million from the Scottish banks.

Middle East Centre Opened in London

THE NEWLY FORMED Middle East Association's headquarters at Bury House, Bury Street, St. James's, London, S.W.1, was formally opened by the Earl of Home, the Foreign Secretary, on January 24. The Association, which has grown out of an initiative taken by the Advisory Council on Middle East Trade was set up by a wide selection of firms from industry, banking and commerce. It is an independent, non-political and non-profit-making body, and was incorporated as a trade association in March last year. Bury House will be used as a centre in London where official and business visitors from the Middle East can be welcomed and entertained and where services can be provided for the development of personal contacts between representatives of British industry and trade and Middle East nationals. Among the guests at the opening ceremony were Mr. Frederick Erroll, President of the Board of Trade, and Sir Keith Joseph, Minister of State, Board of Trade.

In his speech Lord Home said that the development of friendly business relations could be of inestimable value in promoting understanding between peoples. Experience of another country based on successful business exchanges was based on trust and co-operation. Recently our special interest in the Middle East had greatly increased to keep pace with the rapid development and progress of the area. It was an area full of opportunities and with an exciting future, and one in which there was already a substantial British stake and strong British connections.

'Businessmen of many countries in which the Middle East Association is interested have quickly realized the advantages of trade with us because of traditional reasons of the quality and value of our goods and also because we have an expanding market for them,' said the Foreign Secretary. 'It is to encourage this intercourse and to help in developing trade between Britain and the Middle East to the full that the Middle East Association has been founded.' He congratulated the Association's Committee on the amount of work they had done, and added that it was gratifying to know that the Heads of the Diplomatic Missions of those countries in which the Association was interested had consented to become honorary members. The centre had the atmosphere of a private house where members could receive their guests in a friendly and informal manner.

The Association is financed entirely by contributions from its members without any form of Government aid. Nevertheless Government departments – the Board of Trade in particular – have a close interest in its activities.

The countries covered by the Association are: Aden, Afghanistan, Bahrain, Ethiopia, Iran, Iraq, Jordan, Kuwait, Lebanon, Libya, the Sultanate of Muscat and Oman, Qatar, Saudi Arabia, the Somali Republic, Sudan, Syria, the Trucial States, Turkey, the United Arab Republic, and the Yemen.

Middle East Background Course

THE MIDDLE EAST Centre for Arab Studies plan to hold their eighth Background Course on the Middle East from Monday May 7 to Friday May 11, 1962. The Centre, at which the courses are run under the aegis of the Foreign Office, is at Shemlan in Lebanon, which is some 12½ miles by good road from Beirut. The object of the course is to provide persons who are planning to spend some time in the Middle East with some basic knowledge of the area and to stimulate their interest in the people, their problems and their way of life.

The fee for the course, which will include luncheon and light refreshments on each of the five days, will be ten guineas, or the equivalent in local currency. Bachelor accommodation is available at the Centre at a reasonable charge. Candidates for the Course who wish to stay at the Centre may join the mess during their stay.

It is felt that these courses would be of value to representatives of British firms who are newcomers to the Middle East. A limited number of vacancies are available for the next course and applications to fill these should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone Trafalgar 8855, Extension 2528). Applications should arrive **by March 17, 1962.**

Committee of Inquiry on Decimal Currency

THE COMMITTEE to inquire into the method and cost of decimalizing the currency, recently appointed by the Chancellor of the Exchequer under the Chairmanship of Lord Halsbury, held its first meeting on Friday, January 19, 1962.

The Committee discussed the lines on which its inquiry should be conducted and the procedure with regard to the taking of evidence. It was decided that the public should be invited to submit evidence. The sittings of the Committee for the purpose of hearing evidence will be held in private, but it is the intention of the Committee that a summary of the evidence taken should be included in its report.

All communications about the Committee should be addressed to the Secretary, Mr. N. E. A. Moore, at Treasury Chambers, Great George Street, London, S.W.1., until February 28, and at State House, 62-71, High Holborn, London, W.C.1., thereafter. Those persons or organizations wishing to submit evidence to the Committee should do so in writing. It would be convenient if such persons would let the Secretary know as soon as possible the date by which their written evidence can be expected and their particular fields of interest. Statements should, in any event, be in the hands of the Secretary not later than April 30 next.

The Committee will, if it so desires, invite persons tendering written statements to supplement them orally. It would be of assistance if fifteen copies of any written memorandum could be supplied.

New Copyright Order on Foreign Television Broadcasts

AN ORDER IN COUNCIL was made on January 25, 1962, under the Copyright Act, 1956, entitled the Copyright (Foreign Television Broadcasts) (Amendment) Order, 1962.

The Order confers on television broadcasts made in Denmark on or after February 1, 1962, the same copyright protection as is now enjoyed in the United Kingdom by television broadcasts made by the B.B.C. or I.T.A. and its making is a result of the ratification by Denmark of the European Agreement on the Protection of Television Broadcasts. Copies of the Order (S.I.1962 No. 165, price 3d, by post 5½d) are available from H.M. Stationery Office, Kingsway, London, W.C.2 and branches.

The Companies Registers (Federation of Malaya) Order, 1962

THE COMPANIES REGISTERS (Federation of Malaya) Order 1962, which came into operation on February 1, 1962, extends the provisions of Sections 119 to 121 of the Companies Act, 1948, to the whole of the Federation of Malaya. Hitherto these provisions have applied only to Penang and Malacca.

The effect of the Order is to enable a company registered in Great Britain and transacting business in Malaya to keep a branch register (referred to in the Act as a "dominions register") in Malaya of its members resident in that country and thus to facilitate and expedite the local transfer of shares. Copies of the Order (SI.1962 No. 166) can be obtained from H.M. Stationery Office, Kingsway, London, price 3d (by post 5½d).

Importance of Industrial Design

'The Contribution of the Society to Industrial Design' was the subject of an address before the Royal Society of Arts in London on January 24 by John Gloag, member of the Council of the Society. He said that now the status of industrial designers was established; they were recognized by manufacturers and traders as essential technicians and that they had become a professional body, as architects became a professional body 125 years ago. The youthful adventurous spirit which was absent from large sections of British industry 25 years ago was back again now and we should need it with the competitive rigours of the Common Market ahead of us.

THANKS

THE FOLLOWING letter was sent to the Board of Trade, Office for Scotland, Glasgow, by Thomas Black & Sons (Greenock) Ltd., Scottish Industrial Estate, Port Glasgow, tent and marquee manufacturers.

I am writing to you in connection with the letters of introduction you gave me to Trade Commissioners in various parts of Africa.

I have now returned and would like to express my thanks for the help you gave during my trip. I met the addressees in all the introductory letters you were good enough to give me and in all cases they were most helpful.

I was in East Africa, Nyasaland, Rhodesia, South Africa and Lourenco Marques and found that in our trade the trend is to buy inside their own country if it is at all possible. Up till recently our class of goods was not manufactured there but this has now changed and there will be less business for us if this trend keeps up.

The Trade Commissioners in Johannesburg and Cape Town were of particular help to me and went out of their way to provide me with information.

THOMAS BLACK & SONS (GREENOCK) LIMITED.
Signed: *D. C. Black.*

The Import Duty Drawbacks (No. 1) Order, 1962

THE TREASURY have made the Import Duty Drawbacks (No. 1) Order, 1962.

This Order:

(a) provides for the allowance of drawback of import duty on the exportation of imported wheels of corrugated asbestos paper;

(b) extends the scope of existing provisions whereby drawback of import duty is allowed on imported almonds used in the production of exported blanched almonds and marzipan;

(c) provides for the allowance of drawback of import duty on specified imported hazelnuts used in the manufacture of exported marzipan or other nut paste and chocolate and sugar confectionery;

(d) extends the scope of existing provisions whereby drawback of import duty is allowed on certain paperboard and pulpboard used in the manufacture of exported suitcases and certain similar receptacles.

The Order came into operation on February 1, 1962, and has been published as Statutory Instruments 1962, No. 141.

Removal of Import Duty on Serpentine Chippings

THE TREASURY have made the Import Duties (General) (No. 1) Order, 1962.

This Order removes the import duty on serpentine chippings.

The Order came into operation on February 1, 1962, and has been published as Statutory Instruments 1962, No. 140.

Application for Reduction of Import Duty on Metal Working Machine-tool Parts

THE BOARD OF TRADE give notice that they are considering an application for a reduction in import duty on the following goods:

'Accessories and parts, classified in tariff sub-heading 84.48 (D), suitable for use solely or principally with the metal working machine-tools of tariff sub-heading 84.45 (B).'

A statement of the applicants' case will be made available to all interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for a statement of the case, together with a written undertaking in the terms set out above, should be addressed to the Board of Trade, Horse Guards Avenue, London, S.W.1, not later than February 12, 1962.

Any comments by interested parties should reach the Board of Trade by March 1, 1962.

Electrical Industry to Hold Convention

THE BRITISH ELECTRICAL INDUSTRY in the World Scene is to be the theme of the fourteenth British Electrical Power Convention to be held at Brighton from June 4 to 7, under the Presidency of Sir William McFadzean, chairman of British Insulated Callender's Cables Ltd. The B.E.P.C. is representative of all the principal organizations, over 40 in number, connected with the British electrical industry, and it will take to Brighton over 2,000 people from all parts of Great Britain, Northern Ireland, the Isle of Man and the Channel Islands.

The Convention sessions will be held at the Dome and will open in the afternoon of June 4, when, following the Civic Welcome, Sir William McFadzean will give his Presidential Address. On June 5, the Citrine Lecture will be delivered. The Citrine Lecture has been established as a mark of appreciation of the work of Lord Citrine for the Convention, and will take the form of a Paper, presented each year, by an overseas author. This year the Paper is entitled 'The Snowy Mountains Scheme' and will be given by Sir William Hudson, Commissioner, Snowy Mountains Hydro-Electric Authority, Australia. This will be followed by a Paper 'British Engineering Services Overseas' by Mr. A. E. Powell, senior partner, Merz & McLellan. Other papers will be given by Mr. R. S. Edwards, chairman, The Electricity Council, Mr. D. Clark, chief planning engineer, Central Electricity Generating Board, and Sir Leon Bagrit, chairman, Elliott Bros. (London) Ltd.

Extension of the E.C.S. Carnet Scheme to Unaccompanied Samples

UNDER the 1956 international Convention entitled 'The Customs Convention regarding E.C.S. Carnets for Commercial Samples', the United Kingdom agreed to allow *personally accompanied* travellers' samples to be temporarily imported into and exported from the United Kingdom without deposit or bond, on production of an international Customs clearance document known as the 'E.C.S.' carnet.

The Commissioners of Customs and Excise have recently approved, with effect from February 1, 1962, the extension of the E.C.S. carnet scheme to *unaccompanied samples* imported into or temporarily exported from the United Kingdom, *otherwise than by post*. Public Notices Nos. 104 and 106 are being revised accordingly, and copies will be available shortly.

Further details of the scheme may be obtained from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3, or from the Secretaries of the London Chamber of Commerce (Incorporated), 69, Cannon Street, London, E.C.4, or of the United Commercial Travellers' Association, 180-182a Tottenham Court Road, London, W.1.

Northern Ireland Index of Industrial Production

THE PROVISIONAL index of Industrial Production for Northern Ireland for November 1961, prepared by the Ministry of Commerce, is 121 (1954 =100). This is three points lower than the index for October 1961 and nine points lower than in November 1960.

The index numbers for the main industrial groups in November 1961 with the increase or decrease on November 1960 shown in brackets are:— Textiles 103 (−15); Clothing 134 (−5); Engineering and Metals 92 (−29); Food, Drink and Tobacco 169 (+5); Other manufacturing Industries 148 (+2); Construction 116 (+17); Gas, Electricity and Water 153 (−7).

'The Ambassador' Awards for 1961

'The Ambassador', the British export magazine, has initiated a permanent form of recognition to firms whose achievements are outstanding. In making these awards they have considered many facets – contribution to export, merchandising, marketing, promotion, efficiency, and consistent design policy. Twelve of these Award winners are included in their January issue, copies of which may be obtained from 49, Park Lane, London, W.1. Annual subscription 65s.

Wholesale Price Indices, 1961

Price of Manufactured Products Higher in 1961

MANUFACTURERS' output prices, which had been rising by more than 3 per cent. a year from 1954 to the Spring of 1957, increased very little from then until the end of 1959. This stability was associated with the sharp fall in the prices of materials and fuels in 1957 and their comparative stability since then. Before 1957 material prices had been rising as fast as output prices. It took some time for the effect of the fall in basic material costs to work through the full range of manufacturing processes, but by 1960 the average prices of the products sold by the manufacturing sector were beginning to rise again. There was a further increase last year. During the first eight months of the year prices were rising at about 3 per cent. a year (excluding the effects of the July increase in duties on tobacco, beer and spirits). Between August and December of last year however the price index of all manufactured goods sold on the home market rose by only some 0.5 per cent., about half the rate of increase shown in the earlier part of the year. Although moderated by this slower rate of rise in the latter part of the year manufacturers' prices in 1961 were on average about 2·5 per cent. higher than in 1960; the largest annual increase since 1957 (Table 2 and Chart 1).

Apart from small fluctuations prices of materials and fuel used in manufacturing industry were at about the end-1960 level throughout last year and on average 1·2 per cent. lower than a year earlier. The continuing upward movement in prices of manufactured goods whilst costs of materials were little changed, particularly in the period January to August of 1961, suggests that as in 1960 the increase in other manufacturing costs, including labour and overheads, more than offset the reduction in costs associated with a higher level of production.

Basic Materials and Fuel

The price index for basic materials and fuel (Table 1 and Chart 1) fluctuated within narrow limits during 1961 and ended the year at much the same level as in December 1960. The comparative stability of the index masked the varied experiences of the average prices for materials used in the food manufacturing industries and of those for the non-food manufacturing industries. The cost of materials, excluding fuel, for the non-food group of industries increased by 2.2 per cent. between January and May, but during the rest of the year the trend was reversed and by December the average price level of these materials was 3.0 per cent. lower than in May and almost 1 per cent. below the end-1960 level. On the other hand average prices of materials used in the food manufacturing industries moved downwards during most of 1961, but recovered sharply in November and December to end at only a slightly lower level than a year earlier. The fuel component of the index was some 4 per cent. higher on average in 1961 than in 1960. Most of this rise was due to the increased cost of coal and coke effective from September 19, 1960, but now covering a complete calendar year for the first time. Although the average prices of materials for the non-food manufacturing industries were only slightly lower at the end of 1961 than at the end of 1960 there were increases of 19 per cent. and 3 per cent. respectively in prices of tin and raw wool and decreases of 28 per cent. and 9 per cent. in the prices of raw jute and raw rubber. Year by year changes in the price index for basic materials and fuel are compared at Table 1, but more recent trends in this index and of some of the various groups of commodities incorporated in it are shown in Table A.

Materials and fuel used in the broad sectors of industry

As explained in the notes at the end of this article, the index numbers in Tables 1 and 2 are net sector indices. Thus the price index considered above for purchases of basic materials and fuel by the whole of manufacturing industry measures changes in price of commodities and fuel purchased from outside the manufacturing sector. This means that this index is based upon price movements of mostly imported and some indigenous crude materials but excludes price changes for products like iron and steel and textile yarns which are bought by one industry from another for further processing. The sector price indices for individual industries, however, include representative prices of many semis or intermediate products of the manufacturing sector, the prices of which reflect higher costs of home production last year. This is the principal reason why, despite the stability during 1961 in prices of basic materials as purchased by the whole of manufacturing industry, the experience of many individual industries was one of slightly rising material costs – see Table A (i).

Prices for materials used in the food manufacturing industries declined fairly steadily in the first ten months of the year, falling in all about 5 per cent. from the end-1960 level, but recovered most of this fall in the last two months of 1961. The average level of prices of these materials was however some 3 per cent. lower in 1961 as a whole than in 1960. Many of the materials derived from home agriculture (chiefly grains and meat, including pigmeat) and also several imported materials (including maize, bacon for smoking, cocoa beans and raw coffee) reached the lowest annual price levels recorded for them in the present index. The price indices of materials used in construction and new house building edged higher throughout 1961, reflecting increases in the prices of cement, sand and gravel, tiles and non-refractory goods (including bricks). On average both indices were some 3 per cent. higher than a year earlier.

New series have been compiled for the prices of materials and fuel purchased by the timber industries (which include sawmilling, woodwork for buildings, furniture, bedding, shop and office fitting, wooden containers and other wood manufactures), the paper industries and the chemicals and allied industries (see Table 1). Prices of materials and fuel purchased by the timber industries which had fallen in 1958 and levelled out in 1959 increased sharply in 1960, mainly due to dearer imported softwood. There was little

(*Continued on next page*)

Changes between December, 1960 and December, 1961

Table A (i): Purchases of Materials and Fuel by Industrial Sectors

Sector	December 1960	December 1961	Percentage change in price
Basic materials and fuel used in manufacturing industry (*See commodity analysis in Table A (ii) below*)	101·0	100·5*	—0·5
Materials and fuel used in the food manufacturing industries	95·4	95 *	—0·4
Materials and fuels used in the chemical and allied industries	106·5	105·9*	—0·6
Materials and fuel used in the mechanical engineering industries	126·0	128·7*	+2·1
Materials and fuel used in the electrical machinery industry	116·7	119·0*	+2·0
Materials and fuel used in the textile industries	92·5	91·0*	—1·6
Materials and fuel used in the timber industries	110·2	111·0*	+0·7
Materials and fuel used in the paper industries	108·0	108·9*	+0·7
Construction materials	116·2	119·3*	+2·7
House building materials	115·8	119·1*	+2·8

Table A (ii): Commodities Represented in the Index of Basic Materials and Fuel used in Manufacturing Industry

Commodity	Percentage change in price	Effect on price index of basic materials and fuel used in manufacturing industry
Ores and metals:		
Ferrous	+ 1·8	+ 0·1
Non-ferrous	+ 0·3	+ 0·0
Crude petroleum, etc.	— 0·2	— 0·0
Other mineral products	+ 0·2	+ 0·0
Raw wool	+ 2·6	+ 0·1
Other textile materials	— 6·9	— 0·4
Timber	0·0	0·0
Paper-making materials	— 0·4	— 0·0
Oil-seeds, etc.	— 3·3	— 0·1
Hides and skins	— 1·4	— 0·0
Raw rubber	— 9·0	— 0·2
Foodstuffs and tobacco	— 1·0	— 0·3
Fuel	+ 1·8	+ 0·3
Other materials	+14·2	+ 0·1
Total – Basic materials and fuel used in manufacturing industry		— 0·5

* Provisional figures.

Wholesale Price Indices, 1961 (*Continued*)

further rise during 1961, but for the year as a whole prices were on average some 3 per cent. higher than in 1960 – the small rise during 1961 reflected the increased costs of some hardwoods, plate glass, locks and latches. The trend in prices of materials and fuel purchased by the paper industries since 1956 has been broadly similar to that of the timber industries. The 3 per cent. increase in average prices in 1961 compared with 1960 was largely due to the increased cost of purchases of woodpulp. The annual average index numbers of prices for materials and fuel purchased by the chemical and allied industries show little change since 1957. In 1961 increased costs of fuels, and some intermediate products were offset by lower prices of most basic commodities, particularly oil seeds, fish oils and rosin, bought by these industries.

Over the year, the index of prices of materials and fuel used in the textile industries followed broadly the price movements of raw wool, which rose from January to May then decreased during the subsequent months. The price of raw cotton which had declined gradually after the first quarter moved up slightly in the last quarter but in December was still some 2 per cent. lower than a year earlier. The sharp fall in the price of raw jute during the year also influenced the index which finished 1961 some 2 per cent. below the end-1960 level although for the year as a whole prices of materials and fuel purchased by the textile industries were on average slightly higher than in 1960.

Prices of materials and fuel used in the mechanical engineering and electrical machinery industries were slightly higher on average in 1961 than a year earlier. This small increase in costs of materials was almost entirely confined to the first half of the year; in the second half of 1961 they moved up only marginally – increases in the prices of fuel and of iron and steel semi-manufactures were offset by reductions in the prices of rubber and some non-ferrous metals.

Output Indices – All Manufactured Products

The price index for total sales by the manufacturing sector rose by 2.5 per cent. between the end of 1960 and 1961, but most of this increase took place in the period up to August; since then the rate of increase has been only slightly more than 1 per cent. per annum. Between the average for 1961 and the average for 1960 the increase was 2.3 per cent. This sector index relates to prices of products sold by manufacturing industry to purchasers outside the manufacturing sector and thus includes exports but excludes intermediate products sold from one industry to another for further processing or assembly

The movements in the price index for home market sales of manufacturing output were broadly similar, allowing for the increased duties on tobacco, beer and spirits which had a slightly bigger effect on this index than on the total sales index. Prices of home market sales of manufactured goods increased by 3 per cent. during 1961. Discounting the increased duties imposed in July the increase was about 2.5 per cent. As with the total sales index, most of this increase had taken place in the period up to August of last year. The contributions of the various industry groups (these differ from the indices of broad sectors of industry inasmuch as they exclude sales from one sector of manufacturing industry to another apart from sales of capital goods by the engineering industries) to the increase in the price index of home market sales of the whole manufacturing sector are set out in Table B (ii). This shows that each of the industry groups increased their prices during 1961 although in most cases the increases were small. The increase of 5 per cent. in the average prices of the products of the food, drink and tobacco industries, which accounted for over half the rise in the total index, was largely a reflection of the higher level of duties; prices of the products of the food manufacturing industries were only 1 per cent. higher at the end of 1961 than a year earlier.

Output of Broad Sectors of Industry

Table 2 shows the year by year changes in the average prices for the output of broad sectors of manufacturing industries for the period 1956 to 1961. Comparisons between the end of 1961 and the end of 1960 for the same sectors are shown at Table B (i).

The price index for products of the food manufacturing industries showed only small fluctuations until the last two months of 1961 when it rose 1·1 per cent. above the December 1960 level. For 1961 as a whole however prices were only marginally above the 1959/60 averages. The most significant price changes during 1961 were the increases for products of flour milling (in November and December) and for bread, and a decrease for bacon.

Average prices of home market sales of the products of the chemicals and allied industries showed little significant variation during the year. General and pharmaceutical chemicals, insecticides and plastics materials were cheaper on balance, but these were offset by increased prices for some lubricating oils (reflecting the increase in duty in April last), pharmaceutical and toilet preparations, paint and polishes. For 1961 as a whole prices of home market sales of chemical and allied products were 0.8 per cent. below the 1960 average.

A new index of prices of home market sales of the products of the timber industry shows that these prices which had fallen in 1958 and levelled out in 1959 increased significantly in 1960, and slightly during 1961 to a level some 10 per cent. higher than in 1954. As Chart 7 shows the prices of the products of these industries are strongly influenced by the movements in the costs of materials which increased sharply in 1960.

Changes between December, 1960 and December, 1961

Table B (i): Output of Broad Sectors of Industry

Sector of Industry	December 1960	December 1961	Percentage change in Price
All manufactured products – Home market sales. (*See Industry Group analysis in Table B (ii) below*)	114·1	117·5*	+3·0
Products of the food manufacturing industries	107·4	108·6*	+1·1
Chemicals and allied industries – Home market sales	104·8	105·1*	+0·3
Iron and steel industries – Home market sales	128·6	130·7*	+1·6
Textile industries other than clothing – Home market sales	102·9	103·7*	+0·8
Clothing and footwear – Home market sales	107·6	109·5*	+1·8
Timber industries – Home market sales	109·9	111·0*	+1·0
Paper industries – Home market sales	108·3	110·9*	+2·4
New construction	114	120*	+5·3

Table B (ii): Industry Groups Represented in Index of All Manufactured Products—Home Market Sales

Industry Group†	Percentage change in price	Effect on price index of all manufactured products
Food, drink and tobacco (III)	+5·1	+1·8
Chemicals and allied industries (IV)	+1·6	+0·1
Metal manufactures (V)	+1·8	+0·0
Engineering and allied industries (VI to IX)	+1·2	+0·5
Textiles (X)	+0·6	+0·0
Clothing and footwear (XII)	+1·8	+0·1
Timber, furniture, etc. (XIV)	+0·9	+0·0
Paper, printing and publishing (XV)	+7·6	+0·5
Other manufactures (XI, XIII and XVI)	+2·7	+0·2
Total all manufactured products – Home market sales		+3·0

* Provisional figure.
†The roman numerals following the titles of industry groups are Order reference numbers of the Standard Industrial Classification, 1958.

A number of upward adjustments to prices of iron and steel products were made in June and, to a lesser extent, July. By the end of 1961 the index of prices of home market sales of these products was 1.6 per cent. higher than a year earlier, although on average prices in 1961 were less than 1 per cent. higher than in 1960.

Prices of the products of the textile industries (other than clothing) – home market sales – were on average 3.2 per cent. higher in 1961 than in the previous year. Prices were rising in the first half of 1961 but subsequently declined and by the end of 1961 the index was only 0.8 per cent. higher than in December 1960. Higher prices of some made-up clothing was mostly responsible for the 1.8 per cent. increase during the year in the index of clothing and footwear.

Prices of a wide range of products of the paper industry increased during 1961, particularly cardboard boxes and cartons, paper and board, wall paper and paper bags, and the index in December was 2.4 per cent. higher than a year earlier.

Wholesale Prices Indices, 1961 (*Continued*)

The index of new construction costs which had increased slightly in the first quarter of 1961 rose again in the last quarter of the year by 3 per cent. This latest increase reflects a substantial rise in the wage rates of building trade and civil engineering operatives and the reduction of hours in the building trade, both of which took effect from October, 1961: there was also some increase in the price of building materials. By the end of 1961 the index of new construction costs was some 5 per cent. above the level at the end of 1960.

Manufactured Products

That the generally higher level of prices of manufactured products in 1961, despite the marked slowing down in the rate of increase after August, was widespread is evident from Table C which lists a representative selection of commodities and commodity groups which have increased, decreased or remained unchanged in price during 1961. In the lists of rises or falls the items are set out in descending order of their respective percentage price change.

Wholesale Price Index Movements between December 1960 and December 1961

Table C: (Representative Commodities and Commodity Groups)

(i) *Indices which have risen:*

Medium fuel oil (950 secs.).
Tobacco and cigarettes.
Galvanized cisterns, tanks and cylinders.
Beer.
Measuring instruments.
Electrical equipment for motor vehicles.
Flour.
Salt.
Lubricating oils and greases.
Abrasive paper and cloth.
Linoleum and felt base.
Home grown hardwood.
Motor spirits, standard grade.
Tools and implements.
Wallpaper.
Cement.
Cast stone and concrete products.
Paper bags.
Glass containers.
Domestic china and earthenware.
Telephone switchboard installations.
Surgical and dental goods.
Manufacturing and processing machinery.
Domestic holloware.
Optical instruments.
Sports equipment.
Electric porcelain.
Pedal cycles.
Cardboard boxes, cartons and fibreboard packing cases.
Worsted yarns.
Wool tops.
Paint for building and decorating.
Industrial boilers and engines.
Gramophone records.
Lamps and tubes.
Spectacles, etc.
Serge cloth.
Manufactured stationery.
Motor vehicle parts and accessories.
Soap.
Toilet preparations.
Electrical and electronic testing equipment.
Iron castings.
Pens and pencils.
Other machinery.
Brushes and brooms.
Glass (other than containers).
Railway rolling stock.
Stationery I.C. and steam reciprocating engines.
Perambulators.
Contractors, etc., plant.
Leather for footwear.
Insulated electric wires and cables.
Toys and games.
Non-refractory goods including bricks.
Rayon and acetate fabrics.
Sensitized products.
Sound reproducing apparatus.
Travel goods.
Made-up clothing.
Aluminium and aluminium alloy products
Electrical machinery.
Steel tubes.
Domestic gas appliances.
Mechanical handling equipment.
Industrial trucks.
Commercial vehicles.
Tinplate.
Slates.
Passenger service vehicles.
Some manufactures of board and paper.
Hosiery and other knitted goods.
Other steel goods (excluding tubes).
Cutlery.
Footwear (excluding rubber).
Clocks and watches.
Vehicle I.C. engines.
Spoons and forks.
Agricultural machinery.
Rubber goods (other than tyres).
Bedding.
Steel sheets.
Wooden boxes, packing cases, crates, etc.
Domestic furniture.
Paper and board.
Tractors.
Linen.
Irish linen yarns (wetspun).
Chocolate and sugar confectionery.
Caravans.
Coal.
Carpets and rugs.

(ii) *Indices which are unchanged:*

Hard coke.
Harris tweed.
Rubber footwear.
Other stationer's goods.
Batteries and accumulators.

(iii) *Indices which have fallen:*

Jute Yarn.
Jute piece-goods.
Television receivers.
Cotton yarn.
Synthetic resins and plastic materials.
Soapless detergents.
Spun rayon yarn.
Cotton cloth.
Sugar refined.
Motor cycles.
Rubber tyres and tubes.
Rope, twine and net.
Cameras, projectors, etc.
Radio receivers.
Radio gramophones.
General chemicals.
Canvas goods and sacks.
Brass ingots.
Domestic electrical appliances.
Passenger cars.
Plastic mouldings.

Introduction of New Sector Indices

The following new series appear for the first time in this issue:—

Table 1 – Materials and fuel used in the chemicals and allied industries
Materials and fuel used in the timber industries
Materials and fuel used in the paper industries
Table 2 – Timber industries – Home market sales.

A full run of monthly index numbers for these series, from January 1957, will be included in the next monthly article on Wholesale Prices to be published in the *Board of Trade Journal* on February 16.

(*Continued on next page*)

Trading with EUROPE

Now that negotiations have begun for Britain's entry into the Common Market, the Midland Bank announces further improvements in its extensive service for traders at home and abroad.

First, a newly constituted Panel for European Trade, consisting of officials of the Bank experienced in international business and economic affairs, has been formed to provide additional assistance to traders in developing markets abroad.

Second, Mr. Bruce Smith, a Divisional Foreign Manager of the Bank and a specialist in foreign trade, has been appointed to be responsible for "in the field" matters concerning European trade. He will spend much of his time on the Continent.

These two new developments, together with our existing services for the promotion of foreign trade, mean that we are well equipped to give all possible help to British businessmen moving into the European market, whether as exporters or importers.

We shall be pleased to send a representative to any part of the United Kingdom to join in preliminary discussions of problems and prospects. Our experts would also be available, if required, for "on-the-spot" discussions with businessmen visiting the Continent.

These services are available through any branch of the Bank. If you prefer to do so, write direct to the Panel at Overseas Branch or telephone MONarch 9944.

These services have been developed to assist businessmen to take full advantage of new opportunities in European trade.
Please use them.

Midland Bank

Head Office: Poultry, London, E.C.2

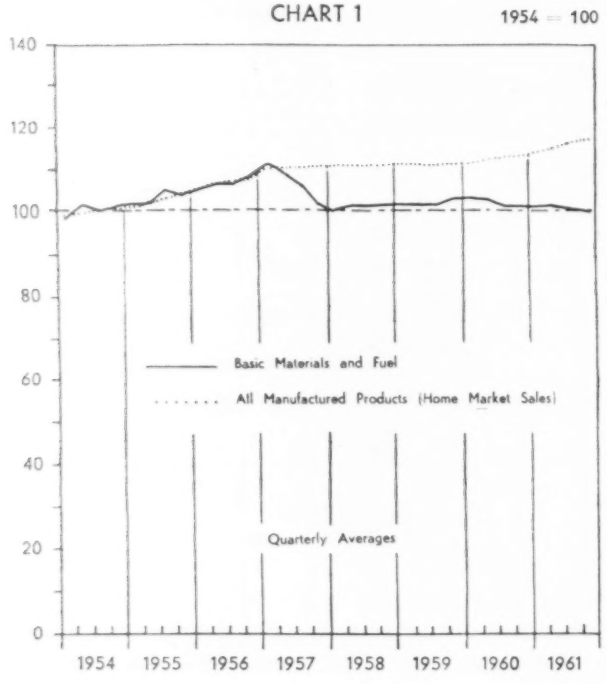
OVERSEAS BRANCH: 122 OLD BROAD STREET, LONDON, E.C.2

2,300 BRANCHES IN ENGLAND AND WALES

Wholesale Price Indices, 1961 (*Continued*)

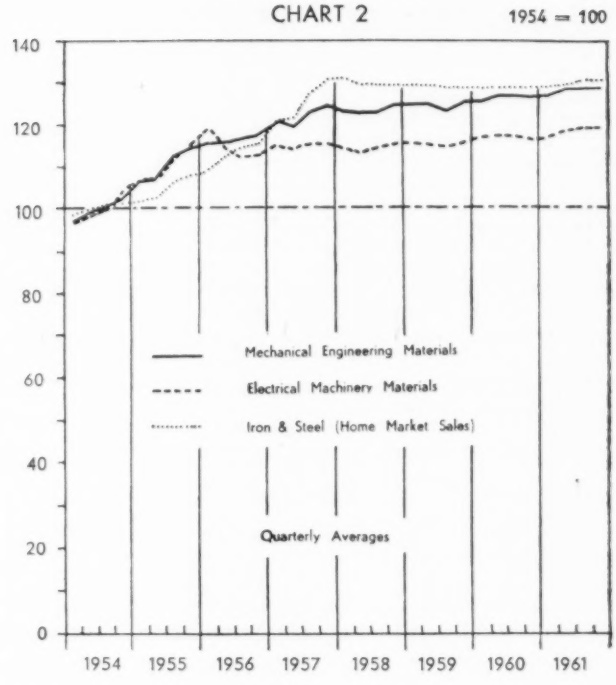
BASIC MATERIALS AND FUEL
ALL MANUFACTURED PRODUCTS

CHART 1



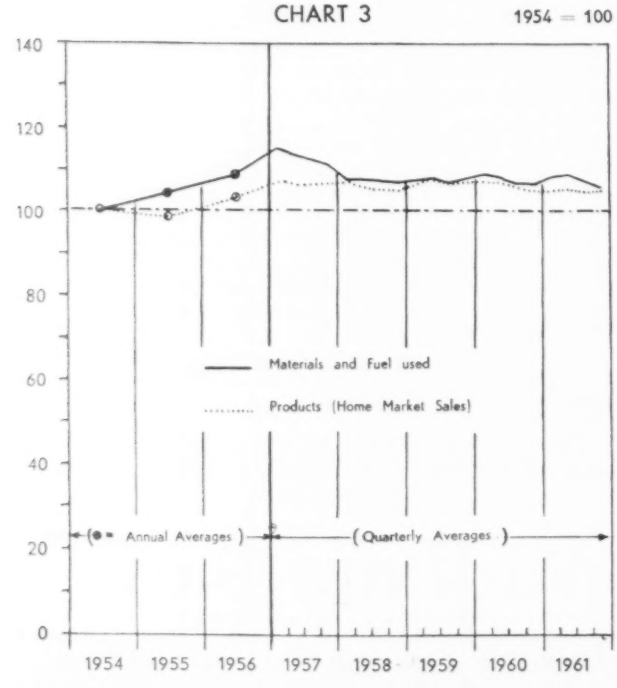
ENGINEERING MATERIALS
IRON AND STEEL

CHART 2



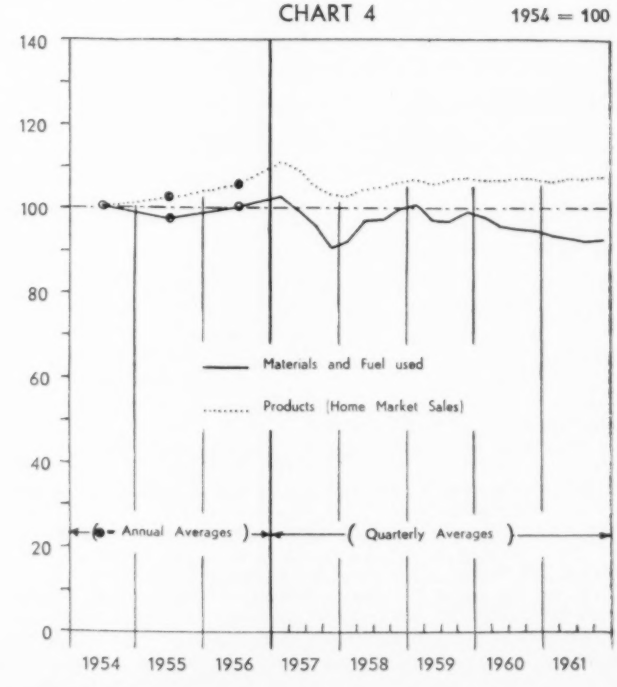
CHEMICALS AND ALLIED INDUSTRIES

CHART 3



FOOD MANUFACTURING INDUSTRIES

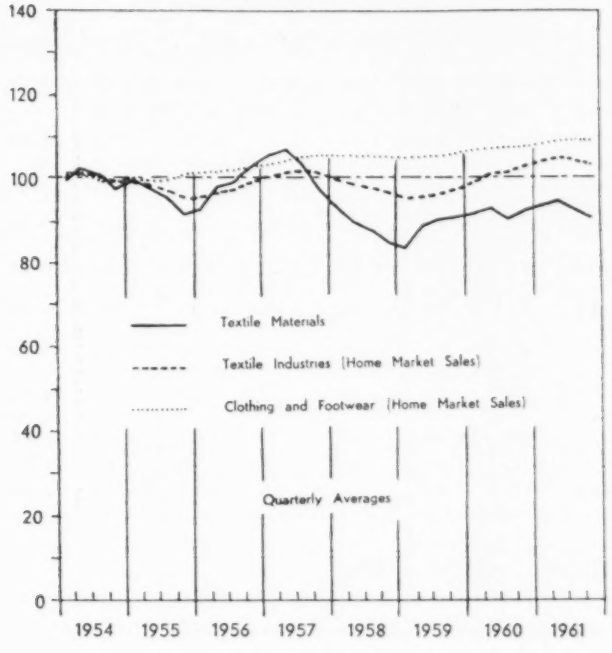
CHART 4



Wholesale Price Indices, 1961 (*Continued*)

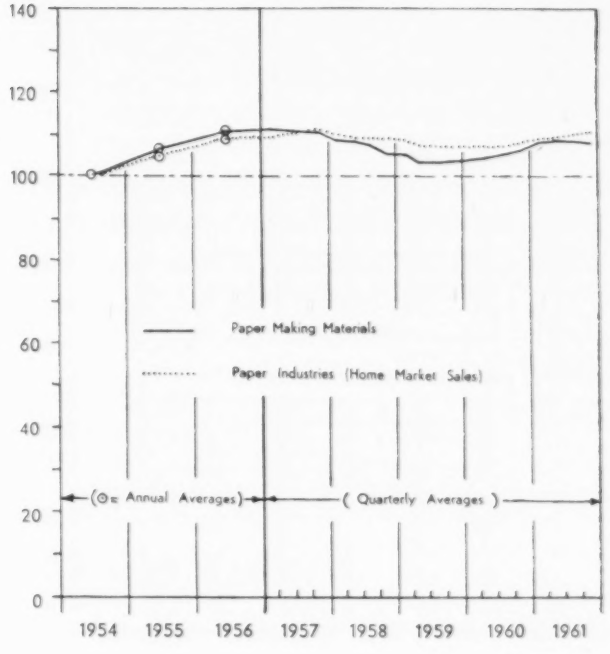
TEXTILE AND CLOTHING INDUSTRIES

CHART 5 1954 = 100



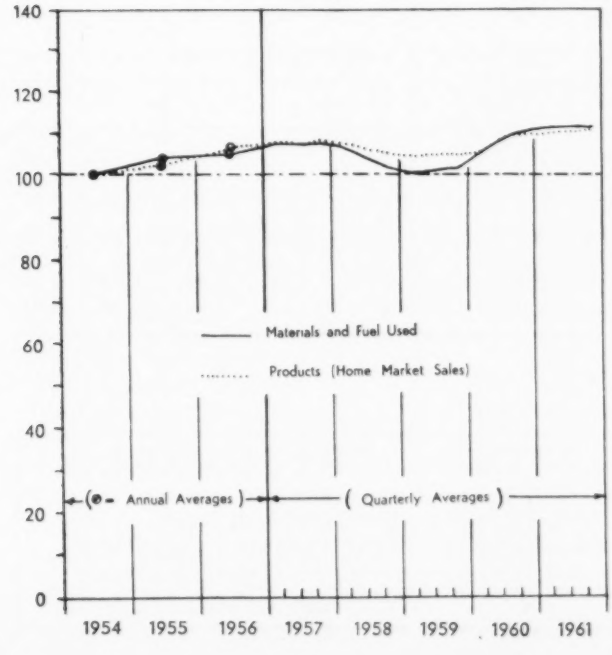
PAPER INDUSTRIES

CHART 6 1954 = 100



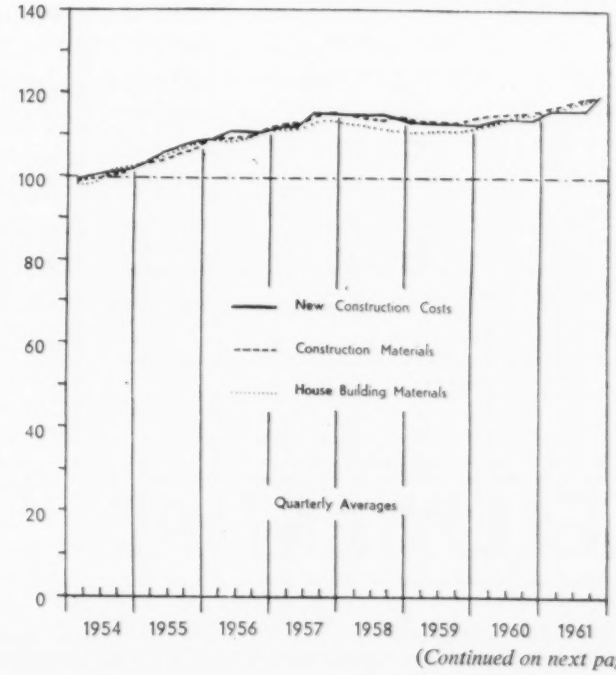
TIMBER INDUSTRIES

CHART 7 1954 = 100



BUILDING AND CIVIL ENGINEERING

CHART 8 1954 = 100



(*Continued on next page*)

Wholesale Price Indices, 1961 (*Continued*)

1. Materials Purchased by Broad Sectors of Industry — 1954 = 100

1958 Standard Industrial Classification Minimum List Headings		Annual Averages						Percentage changes					
		1956	1957	1958	1959	1960	1961	1955-1956	1956-1957	1957-1958	1958-1959	1959-1960	1960-1961
Orders III to XVI	Basic materials and fuel used in manufacturing industry	106·7	107·4	100·8	101·7	101·8	100·6*	+ 3·6	+ 0·7	— 6·1	+ 0·9	+ 0·1	— 1·2
	Basic materials	105·3	105·3	97·1	98·4	98·5	96·4*	+ 2·5	0·0	— 7·8	+ 1·3	+ 0·1	— 2·1
	Fuel	116·9	123·4	129·0	127·5	127·6	132·9*	+10·2	+ 5·6	+ 4·5	— 1·2	+ 0·1	+ 4·2
211 to 229	Materials and fuel used in the food manufacturing industries	100·1	97·3	96·7	98·6	96·1	93·1*	+ 2·4	— 2·8	— 0·6	+ 2·0	— 2·4	— 3·1
263 to 277	Materials and fuel used in the the chemicals and allied industries	109·0	112·4	107·3	107·5	107·5	107·5*	+ 4·6	+ 3·1	— 4·5	+ 0·2	+ 0·0	— 0·0
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries	116·5	121·9	123·5	124·5	126·2	128·1*	+ 5·7	+ 4·6	+ 1·3	+ 0·8	+ 1·4	+ 1·5
361	Materials and fuel used in the electrical machinery industry	114·3	114·9	114·5	115·6	116·9	118·3*	+ 3·7	+ 0·5	— 0·4	+ 1·0	+ 1·1	+ 1·2
Order X	Materials and fuel used in the textile industries	98·0	103·1	88·7	88·1	91·6	92·9*	+ 2·1	+ 5·2	—14·0	— 0·7	+ 4·0	+ 1·4
Order XIV	Materials and fuel used in the timber industries	105·4	107·7	104·3	100·9	107·9	111·4*	+ 0·8	+ 2·2	— 3·2	— 3·3	+ 6·9	+ 3·2
Order XV	Materials and fuel used in the paper industries	110·8	111·1	107·4	104·1	105·2	108·5*	+ 4·2	+ 0·3	— 3·3	— 3·1	+ 1·1	+ 3·1
Order XVII	Construction materials	109·5	113·7	114·2	113·4	115·1	118·2*	+ 4·6	+ 3·8	+ 0·4	— 0·7	+ 1·5	+ 2·7
Part of Order XVII	House building materials	109·4	112·3	111·9	111·0	114·0	118·0*	+ 4·0	+ 2·7	— 0·4	— 0·8	+ 2·7	+ 3·5

2. Output of Broad Sectors of Industry — 1954 = 100

1958 Standard Industrial Classification Minimum List Headings		Annual Averages						Percentage Changes					
		1956	1957	1958	1959	1960	1961	1955-1956	1956-1957	1957-1958	1958-1959	1959-1960	1960-1961
Orders III to XVI	All manufactured products: Total sales	106·7	110·2	111·0	111·4	113·1	115·7*	+ 3·2	+ 3·3	+ 0·7	+ 0·4	+ 1·5	+ 2·3
	Home market sales	107·0	110·4	111·1	111·5	113·0	116·0*	+ 4·3	+ 3·2	+ 0·6	+ 0·4	+ 1·3	+ 2·7
211 to 229	Products of the food manufacturing industries: Home market sales	105·8	107·1	104·9	106·9	106·9	107·2*	+ 3·6	+ 1·2	— 2·1	+ 1·9	— 0·0	+ 0·3
263 to 277	Chemicals and allied industries: Total sales	102·9	105·9	104·6	105·3	104·4	103·1*	+ 3·0	+ 2·9	— 1·2	+ 0·7	— 0·9	— 1·2
	Home market sales	103·1	106·5	105·6	106·6	106·0	105·1*	+ 3·6	+ 3·3	— 0·8	+ 0·9	— 0·6	— 0·8
311 and 312	Iron and steel industries: Total sales	112·1	123·9	127·7	125·4	125·6	126·1*	+ 7·8	+10·5	+ 3·1	— 1·8	+ 0·2	+ 0·4
	Home market sales	112·8	125·2	129·9	129·0	128·5	129·7	+ 7·7	+11·0	+ 3·8	— 0·7	— 0·4	+ 0·9
Order X	Textile industries other than clothing: Total sales	98·1	101·1	98·9	96·5	101·4	104·7*	— 0·2	+ 3·1	— 2·2	— 2·4	+ 5·0	+ 3·3
	Home market sales	97·5	100·9	97·9	96·0	100·8	104·0*	— 0·2	+ 3·5	— 3·0	— 1·9	+ 5·0	+ 3·2
Order XII	Clothing and footwear: Home market sales	101·7	104·4	105·5	105·2	107·1	108·9*	+ 1·6	+ 2·7	+ 1·1	— 0·3	+ 1·8	+ 1·7
Order XIV	Timber industries: Home market sales	106·7	107·9	106·5	104·9	108·0	110·4*	+ 3·4	+ 1·1	— 1·3	— 1·5	+ 3·0	+ 2·2
481 to 483	Paper industries: Home market sales	109·2	110·3	109·7	107·6	107·6	109·8*	+ 4·1	+ 1·0	— 0·5	— 1·9	+ 0·0	+ 2·0
Order XVII	New construction†	110	114	115	113	114	117*	+ 3·8	+ 3·6	+ 0·9	— 1·7	+ 0·9	+ 2·6

* Provisional figure.
† Index of building costs.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephones: ARTHINGTON 2121 • TELEX. 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

Wholesale Price Indices, 1961 (*Continued*)

3 (a). Commodities Produced in the United Kingdom — 1954 = 100

1958 Standard Industrial Classification Reference		Annual Averages			
		1958	1959	1960	1961
	PRODUCTS OF MINING AND QUARRYING				
101	Coal	137·6	135·4	137·4	144·8*
	Domestic coal	136·7	135·6	139·5	147·4*
102/1	Granite chippings	111·9	112·2	114·2	115·7
102/2	Slates	133·5	136·1	137·6	140·3
103/3	Salt‡	107·8	107·0	104·8	107·7
	FOOD, DRINK AND TOBACCO				
211/1	Flour	104·9	102·8	104·1	108·3
216	Sugar, refined	105·1	108·6	110·9	108·8*
217	Chocolate and sugar confectionery	100·4	101·9	101·9	101·8*
231	Beer	105·1	95·5	92·1	96·3*
240	Tobacco and cigarettes	109·9	109·9	114·0	120·6
	CHEMICALS AND ALLIED PRODUCTS				
261	Hard coke	147·6	147·6	151·7	163·8
262	Motor spirit, standard grade (including duty).	101·7	102·8	102·8	105·6
262	Medium fuel oil (950 secs.)	114·6	116·1	119·4	133·9
263	Lubricating oils and greases	113·5	113·4	114·0	119·9*
271/1	Dyestuffs	110·7	109·0	107·2	106·7*
271/2	Disinfectants	112·9	113·4	113·7	113·9
271/2	Fertilizers§	117·2	115·0	113·5	111·9
271/2	Insecticides, weed killers and fungicides.‡‡	99·1	98·9	93·7	89·7*
271/3	General chemicals	107·7	105·7	105·0	103·8*
	Acetic acid, B.S.S. 576 – 1950	113·0	113·0	112·0	105·6
	Acetone, B.S. 507 – 1950	95·8	95·8	90·7	87·1
	Aluminium sulphate (14 per cent. Al_2O_3).	113·6	111·9	111·4	111·4
	Barium carbonate, precipitated 98/99 per cent. in powder form.	105·1	105·1	105·1	105·1
	Barium chloride, fine crystals, 98/100 per cent.	125·4	125·4	110·4	106·5
	Benzole, pure, B.S.S. 135A – 1950	106·9	106·9	106·9	107·9
	Butanol, B.S.S. 508 – 1950	93·2	91·4	85·4	85·4*
	Calcium carbide, B.S.S. 642 – 1951	119·5	119·5	119·5	119·5
	Caustic soda liquor, 100° TW	116·3	121·0	121·0	121·0*
	Dichromate of potash	119·1	120·3	120·3	120·3
	Ethyl alcohol, industrial B.S.S. 507 – 1933.	146·2	146·2	140·2	137·2
	Hydrogen peroxide, 130 vol.	103·5	93·1	89·6	87·9
	Liquid chlorine, pure	110·8	107·3	103·9	97·0
	Methanol, refined	107·6	106·1	100·6	95·3
	Nitric acid, concentrated, 95/96 per cent.	107·6	107·6	107·6	107·6
	Pharmaceutical chemicals‡‡	86·1	84·3	82·5	80·3*
	Phenol	100·4	100·4	100·4	97·4*
	Phosphorus, 99·9 per cent. pure specific gravity 1·82, melting point 44·1°.	110·2	110·2	103·0	103·0
	Phthalic anhydride	114·0	114·9	116·8	120·6
	Pigments and earth colours, in organic.	110·5	109·9	111·3	116·1*
	Salicylic acid, technical or commercial grade.	99·8	99·3	98·7	98·7
	Soda ash, light (delivered)	115·3	116·8	116·6	116·8*
	Soda ash, light, f.o.r. works	117·7	119·6	119·6	117·0*
	Sodium cyanide, 96/98 per cent. standard quality.	107·6	110·3	110·3	109·4*
	Sodium sulphide, solid, 60/62 per cent.	114·3	114·3	114·3	114·3
	Sulphuric acid, B.O.V.	103·3	99·3	98·6	97·2
	Sulphuric acid, R.O.V. 94/95 per cent.	102·0	99·4	96·8	94·4*
	Titanium dioxide, 'Anatase' type	122·2	121·6	121·6	121·2
	Titanium dioxide, 'Rutile' type	115·2	114·3	113·9	113·6
	Trichlorethylene, metal degreasing.	110·9	110·9	108·6	107·1*
	Tri-tolyl phosphate	104·2	104·2	104·2	107·2
	Urea, technically pure	106·6	106·6	101·5	99·6*
272/1	Pharmaceutical preparations‡‡	100·5	99·2	98·6	100·8*
272/2	Toilet preparations	111·5	113·5	115·1	119·1
273	Explosives, private sector only, including sporting ammunition, permitted explosives and electric detonators.	113·1	113·9	112·1	112·2*
274	Paint for building and decorating	107·0	108·7	108·3	110·4*
275/2	Soap	122·1	127·9	128·9	129·9*
	Soapless detergents	103·3	103·9	103·5	100·7
	Candles	110·0	110·0	110·0	110·0
	Glycerine	71·2	81·4	85·3	78·8
276	Synthetic resins and plastic materials‡‡	91·8	88·1	86·0	81·4*
	Amino-plastics: urea-formaldehyde moulding powder.	99·8	99·8	99·8	99·8
	Cellulose acetate moulding powder (opaque).	90·2	90·2	90·2	91·2*
	Cellulose acetate sheet, commercial clear transparent.	104·9	104·9	104·9	104·9
	Phenolic and cresylic plastics: laminated materials.	98·5	98·5	98·1	101·0*
	Phenolic and cresylic plastics: moulding powders.	103·2	105·7	104·9	104·4*
	Polystyrene moulding powders	91·4	80·3	75·3	61·3
	Polyvinyl chloride – Geon polymer 101.	91·9	86·0	86·0	84·4
	Polyvinylchloride–granular polymer	90·5	79·7	79·7	77·1
277/1	Polishes	117·0	117·7	123·7	128·0*
	IRON AND STEEL AND OTHER METALS				
311/2	Steel sheets	128·1	126·8	126·4	126·7
311/2	Tinplate	117·8	115·6	114·0	114·5
311/2	Other steel goods (excluding tubes)	130·4	129·2	128·8	129·9*
312	Steel tubes	130·5	130·7	130·8	133·9
313/3 and 313/4	Iron castings	131·0	130·6	134·3	139·7*
321	Aluminium and aluminium alloy products:				
	Extruded and drawn	123·3	124·4	129·1	132·1
	Rolled	124·0	124·7	129·7	132·3
	Castings	118·5	121·4	128·3	128·7
	Forgings	121·0	121·8	124·2	127·6
322	Brass ingots, 65/35, B.S.S. 1400: B. 3, delivered.	81·4	92·5	101·6	104·7

(*Continued on next page*)

* Provisional figure. ‡ From 1959 this is a revised series, not strictly comparable with earlier years. ‡‡ Revised Series: Insecticides, Weed Killers and Fungicides – 1955, 98·6; 1956, 104·1; 1957, 101·7. Pharmaceutical Chemicals – 1955, 98·7; 1956, 87·8; 1957, 86·8. Pharmaceutical Preparations – 1955, 99·1; 1956, 98·8; 1957, 100·0. Synthetic Resins and Plastic Materials – 1955, 97·0;, 1956, 95·3; 1957, 92·8. § This index relates to market prices after early delivery rebates have been deducted: it does not take account of subsidies paid to farmers.

Wholesale Price Indices, 1961 (*Continued*)

1958 Standard Industrial Classification Reference		Annual Averages 1958	1959	1960	1961
SCIENTIFIC AND SURGICAL INSTRUMENTS, ETC.					
351/1	Photographic paper and films, etc.	109·0	108·5	110·6	117·8*
	Cinematograph film (raw stocks)	117·3	117·0	118·3	123·3*
351/3	Spectacles, etc.	105·7	107·8	110·3	112·8
	Complete spectacles (National Health Service).	106·7	109·4	112·0	114·3
	Complete spectacles (other than National Health Service).	103·3	104·6	105·4	108·4
351/4	Dental goods	112·2	116·1	118·4	123·6*
	Teeth, plastic	101·9	101·8	101·8	101·6
	Teeth, porcelain	109·2	109·2	109·2	109·2
	Dental equipment	116·1	123·7	130·0	143·3
	Hand instruments	122·3	128·2	132·3	139·8
ELECTRICAL GOODS					
364/2	Gramophone records	110·7	110·7	110·9	113·1
365	Domestic electrical appliances	104·1	104·2	103·1	102·0
	Electric vacuum cleaners	108·4	105·2	104·5	105·1
	Electric cookers	114·4	114·0	111·6	112·4*
	Electric fires	103·5	104·5	105·6	106·5
	Electric refrigerators	97·1	97·9	95·3	85·9
	Electric washing machines	100·6	102·9	102·9	103·4
OTHER METAL GOODS					
389	Perambulators, etc.	112·4	111·4	113·9	116·5
391	Tools and implements	127·9	127·0	131·2	137·6*
392	Cutlery	123·4	124·1	124·9	127·1
	Cutlery (other than razors and razor blades).	115·6	116·2	118·4	122·9
	Razor blades	130·4	130·9	131·0	132·7
396	Spoons and forks	120·2	120·3	122·2	127·0
399/6	Domestic hollow-ware	123·2	123·9	130·3	136·0
399/6	Galvanized cisterns, tanks and cylinders.	112·6	115·8	125·7	132·7*
399/7	Domestic gas appliances	105·5	106·5	106·8	108·0
TEXTILES					
411	Rayon and acetate filament and staple fibres.	103·9	102·6	101·7	102·5
412	Cotton yarn	93·8	85·8	99·5	98·8
	Spun from American type cotton	94·9	86·1	95·2	98·0
	Spun from Egyptian type cotton	91·9	85·3	107·1	100·1
412	Spun rayon yarns	98·3	94·0	99·5	99·1*
412	Irish linen yarns (wetspun)	93·5	89·3	100·9	101·2
413	Cotton cloth	95·2	90·0	103·7	106·6
413	Rayon and acetate fabric	100·6	101·8	116·3	124·0*
413	Linen	95·1	93·3	99·8	103·0*
	Light linen	99·7	98·5	103·7	106·1*
	Heavy linen	79·1	75·3	86·2	92·1
414/1	Wool tops	75·4	77·7	77·7	78·6
414/2	Worsted yarns	85·2	86·4	87·2	89·1
414/5	Harris tweed	100·7	100·0	96·4	93·7
414/5	Serge cloth	88·6	86·3	88·5	90·0
414/6	Pressed wool felt	104·0	104·0	104·0	104·0
415	Jute yarn	98·0	96·2	122·6	138·8
415	Jute piece-goods	97·1	95·7	117·6	130·7
416	Rope, twine and net	101·8	106·2	112·7	112·9
	Cordage, cables, ropes and twines of textile materials.	101·1	106·3	113·2	112·3
	Nets and netting	106·2	105·5	109·3	116·4
417	Hosiery and other knitted goods	96·3	93·7	94·2	95·0*
418	Lace	92·2	91·7	92·8	92·8
419	Carpets and rugs	108·6	108·6	110·7	112·7
	Carpets	108·5	108·5	110·6	113·7*
	Mohair and pile fabric rugs	109·2	109·2	111·3	116·2*
421	Narrow fabrics	108·4	107·0	108·8	112·6*
422/2	Canvas goods and sacks	93·7	92·7	96·2	107·7
429/2	Coir and sisal mats and matting	109·0	109·4	111·3	120·6
LEATHER AND LEATHER GOODS					
431/1	Leather for footwear	92·3	113·5	108·6	107·5*
432	Travel goods	107·1	110·7	113·9	116·9
432	Goods of leather or substitute materials, other than travel goods.	107·3	109·9	112·8	115·0
	Ladies' handbags	104·5	104·3	104·9	106·4
	Leather wallets	112·8	116·5	120·5	120·6
	Leather straps and belts	109·4	118·5	126·4	132·6
CLOTHING AND FOOTWEAR					
441-449	Made-up clothing	105·6	104·4	106·0	108·2*
441	Weatherproof outerwear	96·9	96·7	98·4	100·9*
442	Men's and boys' tailored outerwear	109·4	107·1	108·9	110·4*
443	Women's and girls' tailored outerwear.	105·0	102·7	102·7	104·8*
445/1	Women's and girls' light outerwear	105·6	104·9	105·3	105·8*
446/1	Felt hats	118·3	118·4	118·5	123·2*
450	Footwear (excluding rubber)	103·9	106·6	109·8	110·1*
BRICKS, POTTERY, GLASS, CEMENT, ETC.					
461/1	Refractory goods, including bricks	123·9	127·2	128·1	129·3
461/2	Non-refractory goods, including bricks	110·1	110·6	114·8	122·0*
	Building bricks, common, other than fletton, ex-works.	111·6	113·2	118·0	123·9*
	Building bricks, fletton, common, delivered.	105·2	105·2	107·7	117·1
462/1	Electrical porcelain‡	111·7	111·7	115·4	119·8
462/2, 462/3	Domestic china and earthenware	115·0	115·1	118·7	127·3
463/1	Glass (other than containers)	120·0	121·4	121·7	123·5*
463/2	Glass containers	116·5	116·5	116·5	118·9*
464	Cement, delivered	115·3	115·3	113·4	118·1
469/1	Abrasive paper and cloth	104·9	106·5	115·2	122·8
469/2	Cast stone and cast concrete products	103·2	102·5	103·3	106·2*
TIMBER, FURNITURE, ETC.					
471/1	Home-grown hardwood	102·2	98·4†	95·7	99·0
471/2	Joinery	105·2	106·5	109·6	112·9
472	Domestic furniture	109·7	109·6	112·1	113·7*
473	Bedding, etc.	102·4	101·7	103·6	105·9
475/1	Beer casks (18-gallon capacity)	107·6	106·6	105·8	103·1
475/2	Wooden boxes, packing cases and crates, etc.	110·1	106·7	109·4	113·8
479/1	Cork sheet	96·5	91·9	88·0	89·0

* Provisional figure.
‡ From 1960 this is a revised series, not strictly comparable with earlier years.
† Revised figure.

Wholesale Price Indices, 1961 (*Continued*)

1958 Standard Industrial Classification Reference		Annual Averages 1958	1959	1960	1961
PAPER AND PAPER PRODUCTS					
481	Paper and board	110·8	108·8	108·6	109·8
482	Cardboard boxes, cartons and fibreboard packing cases.	107·6	104·5	104·6	107·2
483/1	Wallpaper	119·8	119·8	120·2	124·8
483/2	Paper bags	106·4	103·1	105·8	111·9
483/3	Manufactured stationery	111·2	111·5	112·3	114·7
483/4	Other manufactures of paper and board, n.e.s.	107·9	105·6	103·1	104·7
OTHER MANUFACTURED PRODUCTS					
491/1	Rubber tyres and tubes	122·7	120·4	124·0	122·7
491/2	Rubber goods (other than tyres and tubes).	111·7	109·1	§116·2	118·1
	Rubber footwear	117·5	119·4	125·9	126·5
492	Linoleum and felt base	116·1	116·9	120·6	128·1
493	Brushes and brooms	107·7	108·6	115·2	125·3*
494/1	Toys and games	110·6	110·9	112·4	114·6
	Metal toys	115·9	116·9	119·4	123·8
	Plastic toys	98·3	100·1	98·4	97·1
	Wooden toys	119·0	119·0	119·0	131·0
	Dolls and soft toys	115·6	114·9	117·2	118·5
	Indoor games	103·5	102·5	105·2	103·2
	Pedal cars, scooters and toy perambulators.	110·5	109·9	112·8	116·3
494/2	Sports equipment	118·4	119·1	120·0	125·5
495/1	Pens and pencils	110·0	110·1	109·8	111·2
	Fountain pens	104·8	104·8	104·4	105·1
	Pencils (mechanical)	112·8	112·8	113·8	115·0
	Pencils (other than mechanical)	125·4	125·4	125·4	129·2
495/2	Other stationers' goods	124·0	124·0	124·8	125·5
496	Plastic mouldings	103·3	102·7	102·8	102·1*

3 (b). Commodities Wholly or Partly Imported into the United Kingdom — 1954 = 100

	Annual Averages 1958	1959	1960	1961
Hides and skins	88·0	129·4	105·8	102·6*
Imported	95·9	135·5	113·9	109·5
Native	76·2	120·1	93·7	92·4*
Non-ferrous metals				
Aluminium, virgin ingot, delivered	118·2	115·5	119·2	119·2
Copper, ex-ship, wharf or warehouse	79·4	95·6	99·0	92·3
Lead, ex-ship, wharf or warehouse	75·5	73·4	74·8	66·6
Nickel, refined, delivered	123·3	123·3	123·3	129·5
Tin, ingot, min. 99·75 per cent., settlement price.	102·1	109·1	110·7	123·3
Zinc, ex-ship, wharf or warehouse	84·2	104·9	114·1	99·3
Oils, resins and gums				
Linseed oil, crude, naked, ex-works	136·2	126·7	134·9	144·8*
Palm oil, c.i.f., in bulk	100·3	107·5	98·7	100·4
Whale oil, acid, soft, naked, ex-works	157·8	123·6	115·9	95·3*
Rosin gum, W. W., ex-wharf	94·7	107·0	164·1	149·8*
Shellac, F.O., T.N., pure, ex-wharf	61·0	59·5	64·6	64·9*
Phosphate rock	103·4	97·6	96·8	99·1
Pyrites, c.i.f., United Kingdom ports	76·3	66·9	63·0	62·6
Rubber, No. 1 R.S.S., one month future	118·2	148·1	158·0	122·8
Sulphur, crude (for acid making), c.i.f.	82·2	77·8	75·5	71·9
Textiles				
Coir yarn, c.i.f., United Kingdom ports	114·0	120·2	129·7	152·2*
Cotton, raw†	76·8	68·6	75·0	74·8
American type†	77·6	69·7	70·9	74·0
Egyptian type†	75·2	66·5	82·6	76·4
Jute, raw, 'Mill Lightnings,' c.i.f. Dundee	102·8	99·6	142·3	173·4
Silk, raw, delivered mill	80·7	81·2	92·8	105·4
Sisal, East Africa No. 1 Grade, c.i.f. London.	84·4	104·5	119·4	108·2
Wool, raw	72·4	76·6	76·3	76·2*
Medium and coarse, Crossbred	75·0	87·6	90·3	88·0
Fine, Crossbred	74·3	76·8	77·1	78·0
Merino, delivered U.K.	69·9	71·1	69·3	69·9
Timber				
Imported hardwood (ex-yard or wharf)	104·0	103·8	103·5	112·2*
Imported plywood (delivered to consumers).	96·5	93·4	97·2	99·2
Imported softwood (delivered to consumers).	102·1	95·4	104·9	107·3
Woodpulp, imported	101·9	97·0	98·3	100·3

* Provisional figure.
† Revised Series.
§ Revised figure.

(*Continued on next page*)

Wholesale Price Indices, 1961 (*Continued*)

Notes on Index Numbers of Wholesale Prices — 1954 = 100

(1) The index numbers are calculated from the price movements of some 7,000 closely defined materials and products representative of goods purchased and manufactured by United Kingdom industry. The index for an individual commodity is its current home market price expressed as a percentage of its annual average home market price in 1954. In compiling indices for groups of commodities these percentages are combined in proportion to the value of purchases or sales of the individual commodities in 1954. The proportions have been derived from the Census of Production, short-term statistics of production, the Trade and Navigation Accounts, information supplied by trade associations and from various other sources.

(2) Commodity price index numbers are combined into the index numbers of materials purchased by and output of broad sectors of industry in Tables 1 and 2. Net weights are used to combine the commodity index numbers into sector indices; that is, the sector indices exclude sales by one undertaking to another within the same sector. The indices of materials purchased by industry include imported materials, and where it is possible to do so the indices of output of broad sectors of industry take account of the movement of export prices. Information about export prices is less reliable than information about home market prices, and hence the sector indices of total sales including exports are less reliable than the indices of home market sales.

(3) Commodity indices covering United Kingdom manufacturers in general relate to a 'principal product' (or group of principal products) of an industry as defined in the Census of Production; the weights used in compiling the indices include the value of sales of the principal products of an industry by undertakings classified to other Census industries. For each of the sectors of industry for which indices are published in Table 2, sales of principal products correspond very closely to total sales of the sector.

(4) In determining the weights used in calculating indices which combine the price movements of several materials or products, the value of goods for which no price series are available is imputed to price series which may be expected to move similarly.

(5) As far as possible 'delivered' prices are used in compiling the indices of materials purchased by industry; 'ex-works' prices are used in compiling the indices of commodities produced in the United Kingdom, unless it is the normal custom of the trade to deliver, in which case 'delivered' prices are used. The prices are exclusive of purchase tax but include any subsidy paid to or duty paid by the producer.

(6) Where the price for an item ceases to be available and the item is replaced by a substitute, an adjustment is made to maintain comparability.

(7) To facilitate further calculation the indices are given to one decimal place in most cases, but small month to month movements have little significance. Indices for which full information has not been received are shown with an asterisk to indicate that they are provisional. Commodity index numbers are revised to take account of errors or very late notification of price changes, but unless these revisions are exceptionally important they are not carried through to the indices of purchases and output of sectors of industries in Tables 1 and 2.

(8) The series of wholesale price index numbers based on 1954 = 100 was introduced in the *Board of Trade Journal* on March 21, 1958; previously the index numbers were based on June 30, 1949 = 100. In February 1959, the index numbers were revised in accordance with the Standard Industrial Classification 1958 (see *Board of Trade Journal*, February 13, 1959). In particular, the index numbers relating to materials used in and output of manufacturing industry were extended to include industries making fuel, food and tobacco products, and the index numbers relating to materials used in broad sectors of industry were extended to include fuels used.

(9) Details of the constituent items and weights used in the construction of the index numbers in Tables 1 and 2 may be obtained on application.

4. Annual Average Wholesale Prices for Selected Commodities (1) (1957-1961)

Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of Sale	1957	1958	1959	1960	1961
Commodities produced in the United Kingdom						
Slates, roofing, 1st quality, 16 in. by 8 in., Penrhyn or Portmadoc delivered London stations (2) (3)	£ per 1,000	40·32	41·70	42·62	42·62	42·78
Motor spirit, standard grade, outer zone price (incl. duty), minimum 200 gall. loads (2) (3)	d. per gall.	50·91	46·01	46·50	46·50	47·80
Chemicals:						
Calcium carbide, conforms to B.S.S. 642 – 1951, high grade, 4 tons and over, carriage paid	£ per ton	40·89	43·25	43·25	43·25	43·25
Pure benzole, B.S.S. 135A – 1950, bulk, minimum lots of 200 galls., delivered user	s. per gall.	5·73	5·58	5·58	5·58	5·64
Penicillin, crystalline, 1 mega unit (vial size)	s per m.u.	1·17	1·17	1·17	1·17	1·17
Sulphuric acid R.O.V. 94/95 per cent., f.o.r. works, in road and rail tanks, for minimum tank loads 5/6 tons	£ per ton	10·37	9·76	9·51	9·26	8·14
Synthetic Resins and Plastic Materials:						
Phenol – formaldehyde moulding powder, general purpose grade, contracts 50/99 tons over 12 months (4)	d. per lb.	17·37	18·54	18·50	18·50	18·50
Polystyrene thermo-plastic moulding powder crystal, carriage paid buyer's address U.K.	s. per lb.	2·58	2·58	2·21	2·06	1·69
Urea formaldehyde moulding powder, wood meal type, delivered user U.K. and f.o.b. export	s. per lb.	1·29	1·29	1·29	1·29	1·29
Iron and steel:						
Strip mill steel sheets. Uncoated cold reduced sheets 48 ins. by 10 ft. by 20 G, normal bending general purpose quality, 25 tons delivered England	£ per ton	51·21	53·05	52·22	51·80	52·08
Galvanized steel sheets, basis corrugated, 12/3 in. corrugation by 6 ft. by 20 G, 10 tons delivered England	£ per ton	63·74	63·51	63·88	64·66	64·16
Strip mill tinplate, electrolytic, 8 oz., 34 ins. by 23 ins. by 50 lb. 100 tons, f.o.r.	s. per basis box	56·42	..	..	..	..

GOVERNMENT PUBLICATIONS
required by customers in Wales may be obtained quickly from
H.M. STATIONERY OFFICE, 109 ST. MARY STREET, CARDIFF

Wholesale Price Indices, 1961 (*Continued*)

Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of Sale	1957	1958	1959	1960	1961
Cold reduced electrolytic tinplate, 0·50 lbs. coating, 80 lbs. substance, 28 ins. by 22 ins., with menders arising hot dipped to C.16 coating, 100 tons	s. per basis box	..	56·73	54·31	53·27	53·50
Steel billets for drop forgings. Soft basic quality C.08/·33 per cent. – 4 ins. 25 tons, delivered Midlands	£ per ton	38·00	39·57	39·06	38·70	38·45
Non-alloy steel forging ingots up to 0·6 per cent. C. delivered buyer	£ per ton	31·44	32·69	32·04	31·62	31·82
Steel wire rods, soft basic quality C.08/·25 per cent., 5 G. 50 tons delivered basis zones (4)	£ per ton	39·67	41·94	41·12	40·60	40·82
Heavy steel rails, flat bottom, basis quality, 109 lbs. per yard, 500 tons, f.o.r.	£ per ton	40·67	41·87	41·46	41·25	41·47
Heavy plates, mild steel, basis quality, ¼ in. by 6 ft. by 20 ft. 25 tons, delivered N.E. coast	£ per ton	40·59	42·22	41·52	40·65	40·82
Heavy steel joists, basis quality, 12 ins. by 6 ins. 25 tons, delivered N.E. coast	£ per ton	38·54	39·75	39·33	38·23	38·33
Re-rolled steel bars, quality C.05/·25 per cent., T.G. 2 ins. 10 tons delivered N.E. coast	£ per ton	39·26	41·07	40·70	40·50	40·72
Alloy steel black bars (machining) Quality E.N. 110 H.T. 1½ ins. 5 tons, delivered all areas	£ per ton	94·89	98·05	97·57	96·88	97·36
Basic pig iron, 500 tons lots, delivery all main producing zones	£ per ton	19·57	20·15	20·15	20·15	20·26
Foundry and forge pig iron, No. 3, Class 2. 500 ton lots, delivered Birmingham (2) (3)	£ per ton	20·19	20·91	20·91	20·96	21·56
Cast iron hot water pipes, 4 ins. by 9 ft.	s. per length	32·51	33·29	33·29	33·92	35·88
Cast iron rainwater pipe, painted, 2½ ins. by 6 ft. (3)	s. per length	15·41	15·73	15·73	15·96	16·75
Brass ingot 65/35, B.S. 1400 – B.3 Delivered	£ per ton	161·32	136·67	155·29	170·56	175·87
Textiles:						
Rayon staple fibre, viscose, 1½ den., 17/16 in. bright, delivered	d. per lb.	24·00	24·00	23·06	22·75	22·75
Rayon continuous filament viscose, 150/27 – 36 den. on cones. Delivered buyer	d. per lb.	64·29	64·50	64·50	64·50	65·53
Cotton – American yarn, 30's mule weft. Spinners' selling price (2)	d. per lb.	50·88	49·65	45·26	50·39	52·38
Linen yarn, 120's line weft. Producer's selling price for bundle of 60,000 yards (2)	s. per bundle	24·66	24·59	24·62	27·98	27·83
Rayon fabric, dress cloth, plain, 38½ ins. 90 yds. by 44 32's spun viscose/16's spun viscose	d. per yd.	18·75	18·75	19·12	22·50	24·01
Light linen: 40 ins. linen pillowing. Producer's selling price	d. per yd.	69·17	68·83	66·62	71·17	73·72
Light linen: 24 ins. linen canvas. Producer's selling price	d. per yd.	19·25	18·92	18·77	20·55	22·62
RN/1 sail canvas. Producer's selling price	d. per yd.	63·61	58·94	55·94	65·52	68·50
MN/1 sail canvas. Producer's selling price	d. per yd.	56·41	50·97	47·83	53·52	57·33
18 oz. tarpaulin cloth. Producer's selling price	d. per yd.	47·24	43·73	42·06	48·06	51·83
Wool – British blackface clip. Realized auction price (2)	d. per lb.	53·26	43·01	48·31	49·79	49·32
Wool – Tops, colonial oil combed 64's. Average price to home trade (2)	d. per lb.	137·91	101·24	102·50	100·69	102·44
Wool – Tops, colonial oil combed carded 48's. Price to home trade (2)	d. per lb.	89·80	66·22	73·57	76·44	74·55
Wool yarn, worsted weaving 2 – 48's average 64's. Price to home trade (2)	s. per lb.	17·73	14·46	14·43	14·31	14·70
Wool yarn, hosiery, 2 – 20's 48's carded, colonial, white. Price to home trade (2)	s. per lb.	10·26	8·05	8·57	8·91	8·91
Hides and skins:						
Ox and heifer hides, 70/79 lbs., average of 1st clear and 1st warbled maximum and minimum, London and Manchester	d. per lb.	13·25	11·23	18·12	14·31	13·91
Cow hides, 59 lbs. and under, average of 1st clear and 1st warbled maximum and minimum, London and Manchester (2)	d. per lb.	13·06	12·00	20·02	15·16	14·62
Calfskins, 8 lbs. and under, average of 1st and 2nd class maximum and minimum, London and Manchester	d. per lb.	43·72	51·89	66·77	51·80	54·08
Bricks:						
Standard basic (refractory) bricks, 2½ in. Delivered consumer's works	£ per 1,000	184·21	183·96	179·94	179·69	182·83
Common bricks, 2½ in. fletton. Delivered site London, south of Thames	s. per 1,000	118·13	119·00	119·00	121·83	132·50
Common bricks, 2½ in. fletton. Delivered London rated stations (2)	s. per 1,000	101·13	102·00	102·00	104·83	115·50
Common bricks, 2½ in., other than fletton. Ex-works, all districts of Scotland	s. per 1,000	129·25	130·67	128·46	129·00	129·00
Stock bricks, common, nominal 2½ in. Ex-works, Kent and Essex	s. per 1,000	98·50	98·50	100·65	108·92	118·50
Glass sheet, 24 oz. ordinary glazing quality. Delivered lots of over 600 ft. super (3) (4)	s. per 200 sq. ft.	105·66	111·00	115·57	116·38	122·42
Glass G.G. ¼ in. polished plate in cut squares up to 5 ft. super	s. per ft. super	4·92	5·25	5·42	5·58	5·58
Cement, ordinary Portland. Delivered at London (Charing Cross) in non-returnable packages, minimum 6 ton loads (3)	s. per ton	108·25	112·00	112·00	110·17	114·48
Paper:						
Esparto art paper – white standard substance. Up to 1 ton lots minimum quantity. Nett cash monthly	d. per lb.	18·43	18·50	18·50	18·60	19·00
M.G. envelope paper, Card No. 3, sheets and reels. Nett delivered	£ per ton	87·71	88·00	88·00	83·00	85·75
M.G. Kraft, 19 lbs. D.C. and above, reels. Price for less than 5 tons and not less than 1 ton. Delivered United Kingdom	£ per ton	96·71	98·00	94·18	91·45	91·69
Newsprint, machine finished in reels, 14 lbs. demy 500's. Delivered publisher in United Kingdom	£ per ton	59·75	60·00	58·62	58·50	58·50
Paper bags, pure Kraft, D.C. 16 lbs. 8½ in. by 8½ in., quantities under 10,000 delivered customer	s. per 1,000	17·79	17·92	16·75	16·86	17·63
Paper bags, Sulphite, D.C. 16 lbs. 8½ in. by 8½ in., quantities under 10,000 delivered customer	s. per 1,000	14·60	14·67	14·67	15·36	16·44
Rubber tyres and tubes:						
Giant tyre cover, 34 by 7, heavy duty. Dealer's key price	£ each	23·08	22·11	21·74	22·36	22·29
Car tyre cover, 5·00-16, standard. Dealer's key price	£ each	5·46	5·23	5·03	4·92	4·89
Giant tube, 34 by 7, heavy duty. Dealer's key price	£ each	2·06	1·98	1·96	2·01	1·98
Car tube, 5·00-16, standard. Dealer's key price	s. each	18·25	17·56	16·68	16·42	16·37

Commodities wholly or partly imported into the United Kingdom

Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of Sale	1957	1958	1959	1960	1961
Non-ferrous metals:						
Aluminium virgin ingot, delivered consumer's works (3)	£ per ton	197·00	184·34	180·24	186·00	186·00
Copper, ex-ship, wharf or warehouse. London Metal Exchange price	£ per ton	219·64	197·85	237·83	246·00	229·75
Lead, ex-ship, wharf or warehouse London, excluding duty or premium	£ per ton	96·66	72·78	70·78	72·15	64·21
Nickel, refined. 1 ton and over, delivered consumer's works (2) (3)	£ per ton	600·00	600·00	600·00	600·00	630·00
Tin, ingot, min. 99·75 per cent., ex-ship, wharf or warehouse (2) (3)	£ per ton	755·20	735·30	785·71	794·04	889·05
Zinc, ex-ship, wharf or warehouse London, excluding duty or premium (2) (3)	£ per ton	81·58	65·90	82·23	89·29	77·73
Oils and resins:						
Linseed oil, crude, naked, ex-works	£ per ton	119·10	111·96	104·15	110·91	119·04
Palm kernel oil, crude, naked, ex-works (2)	£ per ton	96·96	110·13	133·61	115·11	95·32
Palm oil, crude, c.i.f., in bulk, Nigerian 5 per cent.	£ per ton	92·66	82·78	88·71	81·41	82·81
Shellac, F.O.T.N. pure, ex-wharf	s. per cwt.	234·65	189·07	184·20	200·04	201·05

(*Continued on next page*)

Wholesale Price Indices, 1961 (*Continued*)

Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of Sale	1957	1958	1959	1960	1961
Rubber, raw, No. 1 R.S.S., one month future, London, average buyers' and sellers' prices (2) (3)	d. per lb.	26·35	23·67	29·65	31·63	24·59
Textiles:						
Cotton – American middling 15/16 in., spot Liverpool (2)	d. per lb.	25·36	24·25	21·45	21·64	23·27
Cotton linters – American 1st cuts, c.i.f. United Kingdom port	d. per lb. gross wt.	9·53	8·05	7·15	†7·35	6·53
Wool – merino, clean scoured 64's. Delivered United Kingdom (3)	d. per lb.	125	89	91	89	90
Wool – fine crossbred, dominion clean scoured 58's. Delivered United Kingdom (3)	d. per lb.	108	78	80	78	80
Wool – medium and coarse crossbred, dominion clean scoured 50's. Delivered United Kingdom (3)	d. per lb.	83	59	68	70	70
Jute, raw, 'Mill Lightnings,' c.i.f. Dundee	£ per ton	105·82	95·78	92·71	132·50	161·49
East African sisal No. 1 grade, c.i.f. London	£ per ton	71·92	72·29	89·56	102·31	92·71
Ceylon coir fibre, mattress. Fair ordinary brown, c.i.f. basis ports	s. per cwt.	36·65	37·17	40·73	49·58	34·72
Indian coir yarn, superior Anjengo, c.i.f.	£ per ton	102·79	98·13	97·00	103·90	127·54
Timber:						
Douglas fir (merchantable), c.i.f. London:						
Small sizes	£ per std.	88·58	71·25	85·75	84·25	76·75
Large sizes	£ per std.	93·50	75·75	87·75	87·67	79·17
Swedish redwood, c.i.f. London:						
Unsorted	£ per std.	95·21	89·52	90·96	100·21	99·26
Fifths	£ per std.	80·08	71·35	68·25	79·77	78·41
Woodpulp:						
Chemical woodpulp, sulphite, bleached, c.i.f. East Coast. 3 months payment basis (2) (3)	£ per ton	59·75	57·38	55·00	55·50	55·14
Chemical woodpulp, sulphite, easy bleaching, c.i.f. East Coast. 3 months payment basis (3)	£ per ton	52·50	49·75	47·50	48·92	50·50
Chemical woodpulp, sulphite, strong, c.i.f. East Coast. 3 months payment basis (3)	£ per ton	50·08	47·25	45·00	45·92	48·00
Chemical woodpulp, sulphate, unbleached Kraft, c.i.f. East Coast. 3 months payment basis (3)	£ per ton	47·75	44·75	41·75	42·83	44·50
Mechanical woodpulp, unbleached, c.i.f. East Coast. 3 months payment basis (3)	£ per ton	32·50	29·63	28·50	28·50	28·50

.. Not available. † Revised figure.

Notes

(1) Prices in this table may not in all cases be representative. Specifications are stated as fully as possible against each commodity and the prices relate only to these specifications.
(2) Annual average prices for these commodities were published in the Statistical Abstract for the United Kingdom for the inter-war years up to 1938, though the specifications and terms of sale (e.g. delivery) were, in many cases, not strictly comparable.
(3) Annual average prices for these commodities are available for 1946-1953, though in some cases the specifications have changed.
(4) Terms of sale revised during 1959.

Correspondence about wholesale price index numbers should be addressed to the Director of Statistics, Board of Trade, Horse Guards Avenue, London, S.W.1. Telephone inquiries should be made to Chancery 4411, Ext. 806 or 41.

Here is an efficient and economical way to find new customers . . .

IF YOU ARE A BRITISH EXPORTER

we suggest you take advantage of the Simmonds Overseas Mail Advertising Service to investigate your market potential in any of 124 countries. Simply write to Overseas Department at the address below telling us the products you wish to export and the countries to whom you wish to sell. We will at once provide detailed proposals for your consideration without any obligation on your part.

IF YOU WISH TO EXPORT TO BRITAIN

you would be well advised to use an efficient and economical Mail Advertising Campaign to promote the sale of your products to U.K. Importers. For expert advice on this subject, write us a short letter, describing your products and telling us why you think they should sell in Britain. Without obligation Simmonds will offer expert advice including a suggested Mail Advertising Plan to exploit the British Market.

MAIL ADVERTISING
MARKETING
SALES PROMOTION

SIMMONDS group of companies
82-84 PECKHAM RYE, LONDON, S.E.15.
New Cross 0331/3.

Import and Export Prices in December and the Year 1961

THE IMPORT price index remained at 96 in December, the same level as in the previous month. The export price index rose by one point to 113 but this movement was not sufficient to alter the terms of trade which have remained steady at 85 since August (1954 = 100).

Although the total import price index remained unchanged from the previous month there were very slight increases in the indices for imports of food, beverages and tobacco and for basic materials; in the latter case the increase was reflected by a rise of one point in the rounded index. These increases were offset by a fall of half of one per cent. in the index for fuels. The rise of one point in the overall export price index and that for total manufactured goods was in each case, the result of a rise of about half of one per cent. compared with the previous month. Within the manufactured goods class of exports the index for engineering products increased by one point and that for textiles by 1½ per cent. or 2 points in the rounded index. The other manufactures index also rose by about half of one per cent. while there was a similar fall in the metals index; neither of these movements are reflected in the rounded indices.

The annual import price index, which averaged 97 in 1961, was two points lower than in the previous year. Much of this fall occurred in the second half of the year, the average level of prices during this period being two per cent. lower than during the first half of the year. All classes of imports contributed to the fall in the overall index. Compared with the 1960 averages the indices for imported food, beverages and tobacco and for fuels were both about three per cent. lower. Basic materials fell by about 1½ per cent. and the index for manufactured goods was also marginally lower although this latter movement is not reflected in the rounded index. Throughout the year 1961 the export price total index has changed very little, the average level of 112 being maintained for eleven months of the year. Compared with the average for 1960, however, the overall index has risen one point. The average level in 1961 of the total index for manufactured goods was about one per cent. higher than in 1960 reflecting a similar increase in the index for engineering products and an increase of four per cent. in the textiles group. The indices for the metals group and other manufactures remained unchanged.

On average the terms of trade in 1961 improved by three points compared with 1960.

The method of calculating the import and export price indices was explained in the *Board of Trade Journal* of May 2, 1958.

(1954 = 100)

	Imports					Exports						* Terms of Trade
		Class A	Class B	Class C	Class D		Manufactured Goods (Class D)					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactures	Total	Total	† Metals	‡ Engineering Products	§ Textiles (excluding clothing)	Other	
1955	103	101	104	102	109	102	102	104	103	100	102	101
1956	105	101	106	110	110	106	106	112	107	99	104	99
1957	107	101	110	128	104	111	109	115	112	101	106	96
1958	99	97	96	112	101	110	111	118	115	101	105	90
1959	98	98	93	104	104	109	111	115	117	98	106	90
1960	99	97	96	98	107	111	114	118	120	102	106	89
1961	97	94	95	96	107	112	115	118	122	106	106	86
1960 July	98	95	97	97	108	111	114	120	119	103	106	88
August	98	95	95	98	108	111	113	120	119	104	104	88
September	98	97	95	96	108	112	115	118	122	103	105	88
October	99	99	95	96	107	112	115	117	122	105	107	88
November	99	99	95	96	107	111	114	119	119	103	107	89
December	98	98	93	96	107	111	114	118	120	104	106	88
1961 January	98	97	94	95	107	112	114	118	121	105	106	88
February	97	94	94	96	107	112	115	119	122	107	105	87
March	97	95	94	96	107	112	115	118	121	106	106	87
April	98	96	95	97	108	112	115	118	121	107	106	88
May	99	96	97	96	109	112	115	117	120	107	107	88
June	98	95	96	95	108	112	115	116	121	108	106	88
July	97	92	97	96	107	112	115	118	121	105	106	86
August	95	91	96	93	106	112	115	119	122	107	105	85
September	95	91	95	95	106	112	115	117	123	106	106	85
October	96	91	95	96	106	112	115	118	122	106	106	85
November	96	93	93	97	106	112	115	118	122	104	107	85
December	96	93	94	96	106	113	116	118	123	106	107	85

* Import price index as percentage of the export price index. † Export List Division D.12, 13 and 14.
‡ Export List Division D.15, 16, 17, 18, 19 and 22. § Export List Division D.6, 7, 8 and 9.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Index of Industrial Production

THE INDEX of industrial production, prepared by the Central Statistical Office, has been re-based on 1958 = 100 (formerly 1954). The provisional index for November 1961, on 1958 = 100, is 113 (seasonally adjusted), about the same as in the two previous months. In the three months together, production was three per cent. less than in the previous three months and at about the same level as a year earlier.

It is usual to change the base of the index of industrial production every five to ten years. Previous revisions were made in 1958 and 1952. The detailed results of the full census of production taken in 1958 are now available and accordingly 1958 has been taken as the new base year.

Fuller figures are now available for some industries and the opportunity has been taken to use these at the same time as making the change in the base of the index.

Apart from these there have been no changes in the scope of the index; its method of compilation remains unchanged.

The general picture of the trend of industrial production over recent years given by the new index is not significantly different from the old one it replaces, but some industries now show a slightly larger increase compared with 1958, and some slightly less. These changes are due to differences of weighting and the use of improved series.

Average 1958 = 100

Standard Industrial Classification Order Number		1959	1960	1960				1961			
				3rd Qtr.	Sept.	Oct.	Nov.	3rd Qtr.	Sept.	Oct.	Nov. (prov.)
II-XVIII	All industries	105	112	106	116	119	118	107	116	118	119
II	Mining and quarrying	97	94	83	95	99	99	83	94	100	102
III-XVI	Total manufacturing industries	106	115	108	119	122	120	109	119	119	119
III	Food, drink and tobacco	104	107	104	107	112	113	108	112	116	
	Food	102	104	101	106	111	111	104	109	113	
	Drink and tobacco	107	112	110	109	114	118	116	116	121	123
IV	Chemicals and allied industries	111	123	119	128	127	128	118	123	128	
	Coke ovens, oil refineries, etc.	107	117	117	120	122	118	121	121	119	125
	General chemicals, etc.	111	123	119	129	128	130	118	123	129	
V	Metal manufacture: Ferrous	104	121	113	132	129	127	103	115	110	107
	Non-ferrous	107	123	113	129	126	129	111	119	120	
VI-IX	Engineering and allied industries	105	112	104	116	117	115	107	118	116	117
VI	Engineering and electrical goods	105	114	105	117	122	121	115	130	126	127
VII	Shipbuilding and marine engineering	94	85	83	83	82	83	84	86	86	88
VIII	Vehicles	109	118	108	120	116	110	100	107	108	111
IX	Metal goods not elsewhere specified	100	112	103	121	120	117	95	107	108	
X-XII	Textiles, leather and clothing	107	113	106	122	127	123	107	121	119	118
X	Textiles	106	110	102	116	122	122	100	113	115	118
XI	Leather, leather goods and fur	103	102	92	104	107	110	94	107		
XII	Clothing and footwear	111	120	115	137	139	127	121	140	130	120
XIII	Bricks, pottery, glass, etc.:										
	Bricks, cement, etc.	108	117	115	121	125	121	120	128	130	
	Pottery	106	109	101	121	121	121	100	118	116	
	Glass	105	119	115	117	131	133	114	113	123	
XIV	Timber, furniture, etc.	112	114	115	125	124	124	115	123	130	
XV	Paper, printing and publishing	107	119	109	122	131	131	109	119	126	126
XVI	Other manufacturing industries	108	120	117	129	131	126	113	130	129	
XVII	Construction	106	111	110	—	—	—	119	—	—	—
XVIII	Gas, electricity and water	103	110	94	102	112	125	96	102	116	134
	Seasonally adjusted:										
II-XVIII	All industries	—	—	113	113	113	112	115	113	112	113
III-XVI	Total manufacturing industries	—	—	116	116	114	113	117	114	112	112

ROBERT HOUGH
Proprietors: LIMEHOUSE PAPERBOARD MILLS LTD
SPECIALISTS in PAPERMAKING RAW MATERIALS COTTON & FLAX WASTES, LINTERS, ROPES AND STRING
WASTE PAPER Our own pulping facilities are available for the destruction of confidential papers etc.
HOUGH'S WHARF, NARROW ST. LONDON E.14.
Telephone:- EAST 5632 (3 lines) EAST 2852 (2 lines)
Telegrams:- "PAPERSTOCK TELEX LONDON"
Telex No:- 21372
Also at TEMPLE MILL · MARLOW · BUCKS Tel: MARLOW 9
ROBERT HOUGH RH SINCE 1860
BUYERS · SORTERS · PACKERS · IMPORTERS · EXPORTERS

Shipping Movements at U.K. Ports

Increase in Commonwealth Tonnage in Third Quarter

THE TOTAL NET TONNAGE of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports during the third quarter of 1961 showed a slight increase over that recorded for the corresponding period of 1960.

The net tonnage of Commonwealth vessels entering and clearing with cargo was almost 7 per cent. greater than in the third quarter of 1960 and the Commonwealth share of the total entrances and clearances with cargo rose from 51 to 54 per cent. On the other hand the net tonnage of foreign vessels entering and clearing with cargo fell by about 6 per cent. compared with the same period for 1960. The most marked decreases were by vessels flying the Norwegian, Dutch and Panamanian flags.

There was a fall in entrances and clearances with cargo from and to North America (Atlantic Coast) amounting to 625 thousand net tons.

The most marked variation in arrivals and departures with cargo at principal ports was recorded at Milford Haven where the net tonnage rose from 218 thousand in the third quarter of 1960 to 647 thousand in 1961.

There was almost a 9 per cent. increase over the same quarter for 1960 in the arrivals and departures with cargo in the coasting trade.

TABLE 1 **Foreign Trade Entrances and Clearances with Cargo**

	Entered				Cleared			
	Number of vessels	Total	Commonwealth (*a*)	Foreign	Number of vessels	Total	Commonwealth (*a*)	Foreign
		Thousand tons net				Thousand tons net		
1960 1st Quarter	12,696	21,242	10,456	10,786	10,674	13,448	8,151	5,297
2nd Quarter	14,254	23,246	11,753	11,494	10,705	13,693	8,133	5,561
3rd Quarter	14,779	24,220	11,483	12,737	11,133	14,561	8,411	6,149
4th Quarter	13,314	22,918	11,195	11,723	10,312	13,104	8,003	5,101
1961 1st Quarter	13,153	22,342	10,720	11,622	10,304	12,348	7,475	4,873
2nd Quarter	14,726	23,141	11,698	11,443	10,895	13,483	8,314	5,169
3rd Quarter	15,272	24,277	12,355	11,922	11,688	14,793	8,919	5,874

(*a*) Commonwealth and Irish Republic.

TABLE 2 **Foreign Trade Entrances and Clearances in Ballast**

	Entered				Cleared			
	Number of vessels	Total	Commonwealth (*a*)	Foreign	Number of vessels	Total	Commonwealth (*a*)	Foreign
		Thousand tons net				Thousand tons net		
1960 1st Quarter	3,082	5,071	2,519	2,553	5,264	13,546	5,428	8,118
2nd Quarter	3,577	5,804	2,631	3,173	7,019	15,358	6,230	9,127
3rd Quarter	4,506	6,870	3,253	3,617	8,094	16,998	6,657	10,342
4th Quarter	2,608	4,855	2,336	2,519	5,631	14,576	5,444	9,131
1961 1st Quarter	2,945	4,406	2,179	2,226	5,951	14,851	5,589	9,262
2nd Quarter	3,549	5,604	2,834	2,770	7,612	15,968	6,527	9,441
3rd Quarter	5,020	7,340	3,759	3,581	8,412	16,889	7,268	9,622

(*a*) Commonwealth and Irish Republic.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

(*Continued on next page*)

NEW BUSINESS OPPORTUNITIES

Jamaica beckons the alert businessman to share in the new opportunities when she gets Independence this year. *Start your promotion now.* For particulars write or phone *Africa & Overseas Press Agency Ltd.*, 13, Bridge St., London, E.C.4,
(Tel.: FLE 0364/5.)

representatives of SPOTLIGHT, the Leading and Oldest Caribbean Newsmagazine, which will be publishing a Special U.K. - JAMAICA EDITION in April, on the eve of

JAMAICA'S INDEPENDENCE

Shipping Movements at U.K. Ports (*Continued*)

TABLE 4 **Foreign Trade: Arrivals and Departures at Principal Ports** Thousand tons net

PORT	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1960 3rd Qtr.	1961 2nd Qtr.	1961 3rd Qtr.	1960 3rd Qtr.	1961 2nd Qtr.	1961 3rd Qtr.	1960 3rd Qtr.	1961 2nd Qtr.	1961 3rd Qtr.	1960 3rd Qtr.	1961 2nd Qtr.	1961 3rd Qtr.
Blyth	14	5	7	45	32	59	63	75	84	75	82	90
Bristol	1,146	1,080	1,079	1,150	1,091	1,096	144	178	142	1,104	1,053	964
Cardiff	400	376	434	463	444	561	130	132	178	570	467	656
Dover	968	873	1,092	2,346	1,480	2,621	926	867	930	2,355	1,489	2,585
Falmouth (including Truro)	8	9	3	248	281	206	1	25	3	455	549	407
Folkestone	224	175	243	476	288	520	134	136	168	493	277	535
Grimsby (inc. Immingham)	477	538	465	562	612	575	160	192	226	508	629	575
Harwich	1,050	858	1,060	1,158	942	1,141	1,057	834	1,035	1,157	932	1,130
Holyhead	515	305	534	565	318	596	509	309	519	575	314	597
Hull	1,132	1,160	1,036	1,178	1,222	1,129	358	362	366	1,139	1,257	1,029
Lancaster	196	160	116	207	173	120	13	—	1	232	136	100
Liverpool	3,819	3,806	3,961	4,581	4,621	4,748	2,068	2,043	2,050	4,651	4,538	4,548
London	6,337	6,537	6,430	8,067	8,329	8,362	3,564	3,679	3,815	8,180	8,381	8,315
Manchester (inc. Runcorn)	1,291	1,173	1,319	1,427	1,268	1,409	575	498	552	1,404	1,198	1,334
Middlesbrough	824	605	510	1,148	882	804	525	518	540	1,121	966	953
Milford Haven	102	530	541	230	629	669	116	82	106	234	641	566
Newhaven	181	124	202	231	135	226	166	126	209	225	140	221
Newport (Mon.)	238	198	226	437	398	406	288	279	279	474	391	432
Plymouth	203	189	177	380	427	423	85	41	63	365	462	427
Southampton	4,055	3,804	4,047	5,690	5,006	5,676	2,560	2,103	2,273	5,668	5,005	5,565
Swansea	526	282	285	875	616	686	535	594	620	968	796	860
Tyne ports	771	643	707	1,081	1,041	1,009	559	439	594	1,190	1,172	1,207
Glasgow	1,442	1,333	1,258	1,659	1,608	1,515	909	884	799	1,736	1,660	1,505
Grangemouth	247	262	265	415	416	418	245	322	269	369	434	313
Greenock	165	213	296	508	486	642	63	143	233	560	490	711
Leith	209	197	231	250	221	254	108	79	95	241	209	237
Belfast	393	408	336	446	463	401	104	75	73	409	478	463
Other ports	2,212	2,597	2,060	2,726	3,065	2,525	1,013	960	1,103	2,591	3,076	2,473
Total	29,044	27,908	28,969	38,318	35,864	38,795	16,862	15,894	17,328	38,815	36,580	38,800

TABLE 5 **Coasting Trade: Arrivals and Departures at Principal Ports** Thousand tons net

PORT	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1960 3rd Qtr.	1961 2nd Qtr.	1961 3rd Qtr.	1960 3rd Qtr.	1961 2nd Qtr.	1961 3rd Qtr.	1960 3rd Qtr.	1961 2nd Qtr.	1961 3rd Qtr.	1960 3rd Qtr.	1961 2nd Qtr.	1961 3rd Qtr.
Blyth	7	9	8	369	644	647	316	572	609	334	591	627
Bristol	213	315	227	379	522	429	154	154	142	450	599	511
Cardiff	83	87	97	402	332	421	78	76	98	274	288	342
Cowes	628	509	656	1,514	1,131	1,547	603	483	652	1,516	1,139	1,564
Falmouth	41	50	48	297	325	329	34	23	21	125	134	129
Hartlepool	4	3	1	100	173	159	77	151	149	111	179	168
Hull	268	224	234	347	278	279	84	78	56	356	345	327
Immingham	74	142	127	207	273	245	139	180	186	277	295	310
Lancaster	289	306	318	438	381	475	437	390	389	510	415	471
Liverpool	665	617	685	975	904	1,009	617	617	637	1,021	1,061	998
London	1,289	1,846	1,697	2,064	2,562	2,483	762	770	856	2,073	2,795	2,664
Manchester	206	225	266	415	386	465	304	247	275	505	430	457
Middlesbrough	162	145	175	358	391	425	75	83	61	335	305	288
Milford Haven	39	83	55	60	437	285	4	422	303	61	459	367
Newport (Mon.)	120	123	106	200	195	184	22	35	36	172	168	156
Portsmouth	82	87	79	941	740	949	26	25	24	943	724	954
Preston	237	256	189	272	282	218	227	248	177	277	301	236
Southampton	732	737	852	1,621	1,447	1,501	1,485	1,182	1,273	1,664	1,335	1,511
Sunderland	49	58	62	263	446	380	175	351	285	234	413	360
Swansea	82	81	81	390	448	417	204	227	285	291	296	261
Tyne ports	138	120	93	816	1,079	1,006	336	559	507	681	971	828
Glasgow	334	352	346	559	581	557	195	221	226	430	489	553
Belfast	1,358	1,358	1,455	1,578	1,493	1,711	1,066	1,064	1,179	1,560	1,428	1,758
Other ports	2,791	2,770	2,900	4,860	4,549	5,202	2,102	2,362	2,345	5,097	4,578	5,310
Total	9,853	10,419	10,702	19,367	19,563	21,038	9,523	10,095	10,361	19,233	19,281	20,783

Shipping Movements at U.K. Ports (*Continued*)

TABLE 3 — **Foreign Trade Entrances and Clearances with Cargo**

Thousand Tons net

	Entered			Cleared		
	1960	1961	1961	1960	1961	1961
Nationality of Vessels	3rd Qtr.	2nd Qtr.	3rd Qtr.	3rd Qtr.	2nd Qtr.	3rd Qtr.
Commonwealth (*a*):						
Registered in United Kingdom	10,933	11,129	11,790	7,900	7,782	8,398
Registered in Canada	—	16	—	—	7	—
Registered in Other Countries (*a*)	549	553	565	511	526	521
Total Commonwealth (*a*)	11,483	11,698	12,355	8,411	8,314	8,919
Soviet	155	191	139	48	63	80
Finnish	125	128	128	90	86	99
Swedish	1,076	969	975	324	288	351
Norwegian	2,507	2,378	2,154	999	690	823
Danish	647	530	638	477	263	393
Polish	58	59	60	56	42	43
German	764	767	864	510	532	511
Dutch	1,901	1,695	1,740	1,342	1,155	1,209
Belgian	536	452	622	447	401	473
French	933	700	974	566	427	674
Spanish	121	131	109	61	75	91
Italian	410	379	385	25	33	24
Yugoslav	74	54	38	14	12	17
Greek	253	255	226	84	104	91
United States of America	813	862	807	723	678	654
Panamanian	471	324	291	108	34	57
Liberian	1,516	1,217	1,430	47	40	41
Other	376	350	344	229	246	241
Total Foreign	12,737	11,443	11,922	6,149	5,169	5,874
TOTAL	24,220	23,141	24,277	14,561	13,483	14,793
Trading Areas						
Irish Republic	1,275	1,075	1,623	1,245	1,076	1,349
Northern Europe (Foreign)	6,149	5,272	6,001	4,903	4,430	5,076
Europe (Atlantic) and Western Mediterranean Countries	2,459	2,447	2,600	1,648	1,570	1,880
Central and Eastern Mediterranean Countries	1,064	1,186	1,001	403	395	390
West and South Africa	899	1,154	1,097	554	591	613
East Africa, Persian Gulf, India	4,199	3,982	4,152	877	880	820
Eastern Asia and Islands in the Pacific	558	621	518	473	544	521
Australasia	740	972	792	518	469	494
North America (Atlantic Coast)	4,183	3,410	3,874	2,867	2,536	2,551
West Indies and Central America (Atlantic Coast)	1,748	1,968	1,715	401	344	388
South America (Atlantic Coast)	535	549	497	398	395	417
South and Central America (Pacific Coast)	95	86	97	82	58	70
North America (Pacific Coast)	291	331	287	184	192	216
Other Areas	25	88	24	8	5	9
Total Commonwealth Countries (*a*)	9,221	8,812	9,600	4,530	4,110	4,555
Total Foreign Countries	14,999	14,329	14,677	10,030	9,373	10,238
TOTAL	24,220	23,141	24,277	14,561	13,483	14,793

(*a*) Commonwealth and Irish Republic.

(*Continued on next page*)

REPRINTS OF ARTICLES

Reprints from the Board of Trade Journal, **which should be ordered within one week of publication,** *cost* £1 10*s.* 0*d. per page* (*or part*) *for* 250 *copies.* (*Larger quantities will be supplied at a charge of* 3*s.* 6*d. per page for each additional* 125 *copies*). *Orders and remittances for reprints should be addressed to the Director of Publications* (*P.*2), *H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.*1. *Cheques should be made payable to H.M. Paymaster-General. Information regarding Subscriptions, Editorial Communications and Advertising in the* Board of Trade Journal *will usually be found on the first page.*

Shipping Movements at U.K. Ports (*Continued*)

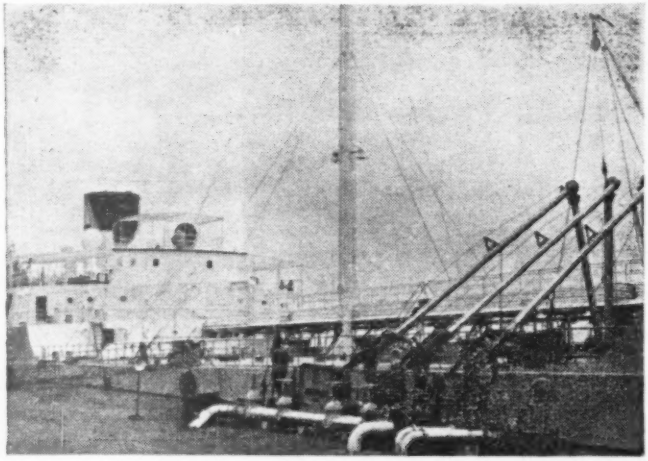
Coasting Trade

TABLE 6.

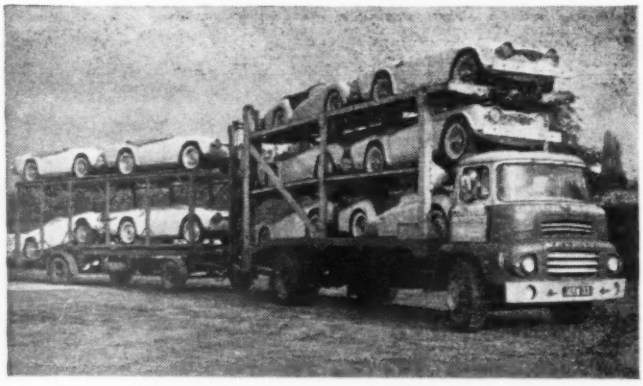
	Arrived with cargo			Departed with cargo		
	Number of vessels	Commonwealth (*a*)	Foreign	Number of vessels	Commonwealth (*a*)	Foreign
		Thous. tons net			Thous. tons net	
1960 1st Quarter	20,864	9,369	1,211	19,718	8,911	1,088
2nd Quarter	20,862	8,914	1,019	19,656	8,572	1,009
3rd Quarter	22,175	8,545	1,307	21,208	8,203	1,320
4th Quarter	20,576	9,009	1,293	19,513	8,831	1,205
1961 1st Quarter	20,731	9,812	1,557	19,689	8,601	1,430
2nd Quarter	20,860	9,239	1,180	19,916	8,991	1,104
3rd Quarter	21,806	9,567	1,134	20,873	9,294	1,067

(*a*) Commonwealth and Irish Republic.

EXPORT BUSINESS



Emco Brass Mfg. Co. Ltd., Kent, have supplied their marine unloading units to Germany, Canada, Holland, Venezuela, France and Turkey. Seen here are three of the firm's 8-inch units being operated by the Regent Oil Co. Ltd., at Cardiff.



Believed to be one of the largest of its type in the world, this Leyland Super Comet car transporter is loaded with 10 Triumph sports cars. It was built to expedite delivery of Triumph T.R.3 and T.R.4 sports cars from the Standard-Triumph factory to the docks. These cars are part of one consignment of 130 destined for the United States.

Production of Man-made Fibres in 1961

PRODUCTION in December was 6 per cent. more than in December, 1960.

Production of man-made fibres in 1961 was 4 per cent. less than in 1960, a record year. This decrease was most marked in the first half of the year when output was 9 per cent. less than in the corresponding period of 1960; in the six months July-December it was 2 per cent more. Deliveries both of continuous filament yarn and of staple fibre were at about the same level in 1961 as in 1960. Deliveries of continuous filament yarn to the weaving industry increased by 14 per cent. and to the warp knitting and hosiery industries they were at about the same level as 1960 but deliveries to all other using industries decreased – narrow fabrics by 6 per cent., lace by 7 per cent. and for industrial purposes by 8 per cent. Staple fibre deliveries to most using industries were less than in 1960 but to 'other spinning industries' they were 1 per cent. more. Compared with a year earlier exports of staple fibre were over half as much again, and exports of continuous filament yarn were 6 per cent. more.

Production

(Million lb. 'delivered weight' basis)

	Continuous Filament Yarn (Singles)	Staple Fibre	Total
1954 (quarterly average)	47·9	57·7	105·5
1959 (quarterly average)	58·9	69·8	128·7
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	66·0	76·4	142·4
1960 1st Quarter	68·3	87·4	155·7
2nd Quarter	66·7	83·0	149·6
3rd Quarter	65·6	72·7	138·4
4th Quarter	68·0	80·3	148·3
1961 1st Quarter	67·5	71·6	139·1
2nd Quarter	65·8	72·0	137·8
3rd Quarter	60·7	77·4	138·1
4th Quarter	69·9	84·7	154·6
1960 September	22·2	26·3	48·5
October	23·1	27·1	50·2
November	23·4	27·6	51·0
December	21·5	25·6	47·1
1961 September	20·0	25·4	45·4
October	23·0	29·8	52·8
November	22·8	29·3	52·1
December	24·2	25·6	49·8

Deliveries of Continuous Filament Yarns

(Thousand lb., actual weight)

	1960	1961			
	Oct.-Dec.	Jan.-March	April-June	July-Sept.	Oct.-Dec.
Weaving	18,769	20,318	20,537	17,844	20,700
Hosiery	7,108	6,654	6,142	6,209	7,505
Warp knitting	6,262	5,594	5,912	5,395	7,247
Industrial purposes (tyres, etc.)	20,606	20,624	21,025	18,769	18,903
Other purposes	3,190	3,139	2,970	2,617	2,911
Exports as yarn (a)	10,043	10,480	8,868	10,596	13,980
Total	65,978	66,809	65,455	61,431	71,646

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of Staple Fibre

(Thousand lb., actual weight)

	1960	1961			
	Oct.-Dec.	Jan.-March	April-June	July-Sept.	Oct.-Dec.
Cotton spinning	34,201	32,364	28,290	27,921	29,467
Wool spinning	20,362	18,437	17,978	16,231	20,868
Flax spinning	6,475	4,959	5,680	5,189	5,663
Other spinning systems and sundries	6,092	6,739	7,367	6,948	8,170
Exports (a)	8,751	8,412	16,279	17,534	23,468
Total	75,881	70,911	75,595	73,822	87,637

(a) The figures refer to deliveries from the industry for export and may differ from the totals recorded as exports in the monthly trade accounts.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, January 26, 1962.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
Look at Life Series 12:					
Treasure Houses	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 27134	9	January 25
State Occasions	" "	" "	Br/E 27135	8	January 25
Movietone News 1702A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 26905	7	January 26
Movietone News 1703	" "	" "	Br/E 26906	7	January 26
Pathe News 62-7	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 26958	8	January 26
Pathe Pictorial Series 365-377:					
Pathe Pictorial No. 371	" "	" "	Br/E 27139	9	January 26
		FOREIGN			
Exodus	United Artists Corporation Ltd.	Carlyle Alpina S.A.	F 27125	208	January 22
X15	" "	Essex Productions Inc.	F 27126	96	January 22
Sailors, Women-Trouble	Unifilms (London) Ltd.	D.S. of Rome/Heperia Film of Madrid (Co-production).	F 27127	86	January 22
South Africa Today	Twentieth Century-Fox Film Co. Ltd.	Movietonews Inc.	F 27128	9	January 22
Seven Women from Hell	" "	Twentieth Century-Fox Film Corpn. Inc.	F 27129	86	January 22
Honorable House Cat	" "	Terrytoons Inc.	F 27130	6	January 22
One, Two, Three	United Artists Corporation Ltd.	Mirisch Company Inc.	F 27131	106	January 23
Six Black Horses	Rank Film Distributors Ltd.	Universal International Films Inc.	F 27132	80	January 25
Flower Drum Song	" "	" "	F 27133	133	January 25
Doctor in the Village	Mondial Films Inter-Distribution	N.V. Nationale Film Productie Mij	F 27136	92	January 25
The Unfaithfuls	Ranworth Film Services Ltd.	Ponti-De Laurentis Productions	F 27137	89	January 26
The Immortal Monster	" "	Samuel Schneider	F 27138	76	January 26

The playing time of the film 'The Outsider' (F 27095) registered on January 11, 1962, has been amended to 93 minutes.
Where the title appears in italics the film forms part of a series.
Br/E indicates that the film is a British quota film.

FULLER HORSEY
SONS & CASSELL

Specialists
in the
SALE & VALUATION
of
WORKS & MANUFACTORIES
ENGINEERING PLANT
& MACHINERY

Established 1807

10 LLOYDS AVENUE
LONDON E·C·3

TELEPHONE: ROYAL 4861 Rathbone

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
Directory of Board of Trade Departments and Their Work	8 Apr. 1960
British Commercial Representatives Overseas	19 Jan. 1962
Board of Trade Departments	30 Sept. 1960
Board of Trade, Regional Controllers	in this issue
E.C.G.D. Local Offices	14 July 1961
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	12 Jan. 1962
U.S. Consular Offices in the U.K.	21 July 1961

Reprints of the 'Directory of Board of Trade Departments and Their Work' are obtainable from H.M. Stationery Office, price 1s. 0d. (by post 1s. 2d.).

WALKER, WALTON & HANSON
C. C. HANSON, F.R.I.C.S., F.A.I. P. R. F. MORLEY, F.R.I.C.S., F.A.I.
J. G. DADY, F.R.I.C.S., F.A.I.

Chartered Surveyors, Valuers, Auctioneers and Estate Agents.

Specialists in the sale and valuation of Plant and Machinery, garage plant, commercial vehicles and cars. Building and Civil Engineering plant, earth moving equipment and vehicles including spares. Sales conducted in any part of the country.

OFFICES & AUCTION MART
5, Byard Lane, Bridlesmith Gate, Nottingham.
Tel: Nottingham 54272 (7 lines)

KING & CO.
71 BISHOPSGATE
LONDON, EC2
London Wall 7201 (5 lines)

SALES AND VALUATIONS
OF
FACTORIES
PLANT AND MACHINERY VALUERS

Government Surplus Sales by Auction

War Office

1962	Stores	Location	Auctioneers
Feb. 15	Machine tools, plant, electrical equipment and miscellaneous stores including:	Technical Stores Depot, Old Dalby, Leics. (Sale at Melton Mowbray).	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray. Leics. (Tel.: 3081).
	Horizontal boring, drilling, tapping, and milling machines; centre lathes 7½ in. to 8½ in.; crankshaft grinders; pillar, bench and portable electric drills; shapers; hacksaws; punching machine; sheet metal guillotine; folding and bending machines; hydraulic, screw and fly presses. Metal spraying plant; shot blasting plant; de-rusting equipment; Weaver steam cleaners; arc welders and kits; bench grinders; bench and machine vices; lathe chucks; milling cutters; forges and hearths; circular saw benches; bandsaw. Air conditioning units. Photographic and projection equipment: objective and projection lenses; whirling and graining machines, print dryer, enlargers, cine projectors, transferring press and off-set printing machines. Work benches; wooden partitions and panels; duckboards; bakers' dough troughs. Megger insulation testers; multi-range test instruments. Singer sewing machines; bakery equipment trailers; air conditioning trailer vans; 4-wheeled trailers, etc.		
Feb. 20	Machine tools, vehicles and miscellaneous stores.	W.D. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept L), 10 Lloyds Avenue, London, E C.3. (Tel.: Royal 4861).
March 1	Machine tools, vehicles and miscellaneous stores.	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel.: Bridgeton 2447).
March 8	Miscellaneous stores	Command Ordnance Depot Coypool, Marsh Mills, Plymouth. (Sale at Kinterbury House).	Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel.: 69292).
March 13	Machine tools and miscellaneous stores .	W.D. Storage Depot, South West Stores, Euxton Lane, Chorley, Lancs. (Sale at Cheetham Town Hall, Manchester 8).	J. H. Norris & Son (Dept. L), 9 Albert Square, Manchester 2. (Tel.: Blackfriars 8373).

Application for catalogues, available 14 days prior to date of sale should be made only to each auctioneer shown above (price of catalogue 1s. 0d. *Postal Orders* only).

Air Ministry

1962	Stores	Location	Auctioneers
Feb. 8	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury, Kidderminster, Worcestershire.	Nock & Joseland, Bank Buildings, Kidderminster, Worcestershire. (Tel.: Kidderminster 2053.) Catalogues 1s. 0d. each. *Postal Orders only.*
	The above sale will include clothing, furniture, footwear, parachutes, radio and electrical equipment, camera and photographic equipment, tools, tyres and tubes, fire extinguishers, aircraft spares, rectifiers, etc.		
Feb. 21	Huts and buildings; Ideal Boiler (364,000 B.T.U.s); 400 gallon calorifier; 300 gallon feed tank.	R.A.F. Station, Aldergrove, Northern Ireland	N. M. Clarke & Son, Antrim, N. Ireland. (Tel.: Antrim 3155). Catalogues free.
Feb. 22	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel.: Stockport 2252.) Catalogues 1s. 0d. each. *Postal Orders only.*
April 11	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 27 Eastgate Street, Stafford. (Tel.: Stafford 2331.) Catalogues 1s. 0d. each. *Postal Orders only.*

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sale, on application to the auctioneers.

Tenders invited for the purchase and removal of two diesel driven generating sets, 250 and 560 kVA. respectively located at Harpur Hill, Derbyshire, and Heywood, Lancs. **Apply within 7 days of the date of this notice** to Air Ministry, C.19a, Turnstile House, High Holborn, London, W.C.1, for tender form.

Tenders invited for the purchase and removal of two 72,000-gallon bulk fuel installations situated at Silverstone Airfield, Northants. **Apply within 7 days of the date of this notice** to Air Ministry, C.19a, Turnstile House, High Holborn, London, W.C.1, for tender form.

Ministry of Works

The date of the sale at Clifton, York, given in previous issues as January 31, 1962, should read February 7, 1962, as below:

1962	Description	Location	Auctioneers
Feb. 7	Office and miscellaneous furniture, gas and electric domestic refrigerators, motor spares, steel shelving for racking, various trucks, plan presses, canteen equipment, engineering and electrical fittings, medical and laboratory equipment, etc.	Ministry of Works, Supplies Division, Clearing Store, Water Lane, Clifton, York.	Stephenson & Son, 20 Castlegate, York. (Tel.: York 25533.) Catalogues, price 1s. 0d., are obtainable direct from the auctioneers.
Feb. 13	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Works, Supplies Division Stores, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel.: Holborn 0337.) (Catalogues, price 6d., are obtainable direct from the auctioneers.)

Questions Asked and Answered in Parliament

Below is a selection of questions of interest to industry asked and answered in Parliament

Tuesday January 30

I.C.I.–Courtaulds Merger Proposal

The following statement was made by Mr. Frederick Erroll, President of the Board of Trade, in Parliament on January 30:

'With permission I would like to make a statement about the merger which I.C.I. have proposed with Courtaulds.

'Each of the companies concerned, in respect of the production of man-made fibres, already has a sufficient share of the market to bring it within the terms of the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948. Their merger, however achieved, would bring about a combination of exceptional size by the standards of this country. There have been no grounds hitherto for contemplating a reference to the Monopolies Commission of any sector of the production of man-made fibres, and the merits or demerits of a monopoly cannot in the view of H.M. Government be fairly judged on grounds of size alone.

'It has been the policy of successive Governments in this country to judge monopolies, using the word in the sense of the 1948 Act, by their actual effects in practice, and not to attempt to reach conclusions on the possible effects of any particular monopoly before it has come into existence and there has been experience of its working. The 1948 Act is based on this policy.

'H.M. Government have on consideration come to the conclusion that the circumstances of the offer which I.C.I. have announced their intention of making to the shareholders of Courtaulds, are not such as to justify them in departing from this well-established policy. They are satisfied that the advantages or disadvantages of a merger of the two companies, however it is achieved, can only be judged by results; and that there are no grounds for concluding in advance that the effects would be such as to require them to intervene on grounds of injury to the national interest. In reaching this conclusion they have had in mind the great and increasing competitive power of other countries in this field, and in addition the fact that there will be competition from units in this country which, though small in themselves, are subsidiaries of very large foreign companies.

'They have also had in mind the rights of users, either of primary materials or of finished products, to apply at any time for reductions in the level of the tariff.

'If the merger takes place, and if it operates in such a way that it appears to me to be acting against the public interest, then I would immediately make a reference to the Monopolies Commission.

'If, after considering the report of the Monopolies Commission, the Government were to decide that it was necessary for them to intervene, they would ask Parliament for any additional powers that were required.

'The Government recognize the importance of the problems which surround the general subject of mergers, monopolies and restrictive practices. Certain aspects of this are already being considered by the Committee on Company Law which, I understand, will shortly be submitting its report. I am not going to anticipate the conclusions of Lord Jenkins and his colleagues.

'On the wider issues I had already put in hand a general review of policy in the light of experience gained in the five years since Parliament passed the Restrictive Trade Practices Act in 1956. This is a very large and complex subject and the review will clearly take some time. It will naturally have to cover the growth in recent years in the number of mergers and the implications of this development for the future health of the economy.'

Courtelle Fibre Production

The President was asked if, during his consideration of the issues involved in the proposed merger between I.C.I. and Courtaulds, he would give due consideration to the need to ensure continued production of Courtelle fibre and progress in its technical development.

Mr. Macpherson in reply said that the President had no doubt that whatever the outcome of the merger proposal, production of this successful fibre and its technical development would continue.

GATT Tariff Reductions

In reply to a question about what reduction of tariffs had recently been agreed by the signatories to the General Agreement on Tariffs and Trade, Sir Keith Joseph, Minister of State, said: 'These negotiations are still in progress and much work remains to be done, though the recently announced agreement in principle between the United States and the E.E.C., which we welcome, should help matters forward.'

Exports to Indonesia

Asked about policy with regard to the granting or withholding of export licences in respect of the shipment of capital equipment and other goods of a non-military nature to Indonesia, Sir Keith Joseph said that the restrictions referred to by the Lord Privy Seal in his statement to the House on January 23, applied only to exports of arms and military equipment to Indonesia. Otherwise our policy towards exports to Indonesia was unchanged.

Resale Price Maintenance Inquiry

In reply to a question, Mr. Macpherson said that the fact-finding inquiry by Board of Trade officials into Resale Price Maintenance was completed in October of last year. The President was studying the results of this inquiry.

European Economic Community

IN THE House of Commons on January 24, Mr. Edward Heath, the Lord Privy Seal, was asked if he would make a statement on his talks with the Canadian and United States Governments on Great Britain's application to join the Common Market. In reply he circulated the text of the communique issued in Ottawa on January 4, 1962:

'Canadian Ministers and Mr. Edward Heath, Lord Privy Seal in the British Government, have concluded two days of useful and constructive talks concerning European trading developments. The Canadian Ministers taking part in the meeting were the Honourable Donald M. Fleming, Minister of Finance, Chairman, the Honourable Howard Green, Secretary of State for External Affairs, the Honourable George Hees, Minister of Trade and Commerce, the Honourable Alvin Hamilton, Minister of Agriculture.

'During the discussions Mr. Heath informed Canadian Ministers of current developments in Britain's negotiations with the European Economic Community. He stressed the efforts being made by the United Kingdom to safeguard the essential trade interests of Canada and other Commonwealth countries. Canadian Ministers welcomed his statement and emphasised the extent and importance of Canadian interests in the British market. They indicated that they would provide the British Government with complete information on all aspects of Canadian trade interests relevant to the negotiations in Brussels. The Ministers reaffirmed that full consultation and co-operation would be maintained between the two Governments throughout the negotiations in Brussels and that the means to this end would be adapted as circumstances might require.

'There was complete agreement on the great value of Commonwealth trade links and the need to maintain them. It was also agreed that when the talks with the European Economic Community are further advanced it may be desirable to examine what additional arrangements for consultation with Commonwealth countries are necessary.

'Mr. Heath and Canadian Ministers noted the conclusions of the recent meeting of trade ministers arranged by the G.A.T.T. in Geneva concerning future tariff negotiations, trade in agricultural products, and obstacles to the trade of the less developed countries. They welcomed the recent reaffirmation by the Ministerial Council of the Organisation for Economic Co-operation and Development of the objective of expanding world trade on a multilateral non-descriminatory basis. They stressed the importance they attach to further progress in the reduction of tariffs and other barriers to world trade.'

Replying to further questions regarding Great Britain's special problems as they would be affected by the Treaty of Rome, Mr. Heath said that he could not give fuller details of the Government's proposals on specific items than were set out in the White Paper (Cmnd. 1565, November 1961. H.M.S.O. Price 1s.).

Recent Export Achievements

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page

Nuclear Equipment for France

The French Atomic Energy Commission have ordered from Nuclear Equipment Ltd., of Watford, Herts., five GM 300 mechanical arms, valued at over £60,000, for their nuclear research establishment at Caderache.

Power Station Equipment for Trinidad and Tobago

A boiler plant worth over £1 million is to be supplied by Babcock & Wilcox, of Renfrew, for the Port of Spain 'B' Power Station of the Trinidad and Tobago Electricity Commission. Also included in the contract is all ancillary equipment, consisting of combined oil and gas burners, pumping and heating units, lighting-up units and other oil-firing equipment.

Gas Making Plant Exports

The Power-Gas Corporation Ltd., of Stockton-on-Tees (Davy-Ashmore Group), have received contracts for gas making plant in various parts of the world. These include units for the Hong Kong & China Gas Co., two installations in Sweden. In Germany, Power-Gas licencees, Didier-Werke A.G., are to construct four units of Segas catalytic oil gasification plant for Salzgitter. At the Saibu Gas Co.'s works at Sasesbo, Japan, Power-Gas licencees are shortly commissioning a plant, the order for which was received seven months ago. This plant is a cyclic catalytic oil gasification unit of the Uniflow design gasifying a light naphtha feedstock. These contracts, which together total about £1¼ million, emphasize the current trend towards the use of liquid and gaseous hydrocarbon feedstocks in the town gas industry in many parts of the world.

Radar Equipment for Iceland

The airport at Reykjavik, Iceland, is to fit Decca airfield control radar (the Decca 424) to provide final approach talk-down facilities, which will assist in the local control of aircraft, especially under conditions of bad visibility.

Power Station Equipment for Canada

A.E.I. have been awarded the contract for two 300 mW. steam turbine-generator sets for Lakeview Power Station on the shore of Lake Ontario, near Toronto. The order has been placed by the Hydro-Electric Power Commission of Ontario.

Valves for Czechoslovakia

A.E.I.'s Electronic Apparatus Division have received an order valued at £22,000 for welder-type ignitrons and over-temperature thermostats from Exico Ltd., for export to Czechoslovakia.

Baling Press for Thailand

Fawcett Preston, of Bromborough, Cheshire (Metal Industries Group), have secured an order for a Cyclone jute baling press for Bangkok valued at close on £50,000.

More Viscounts for Japan

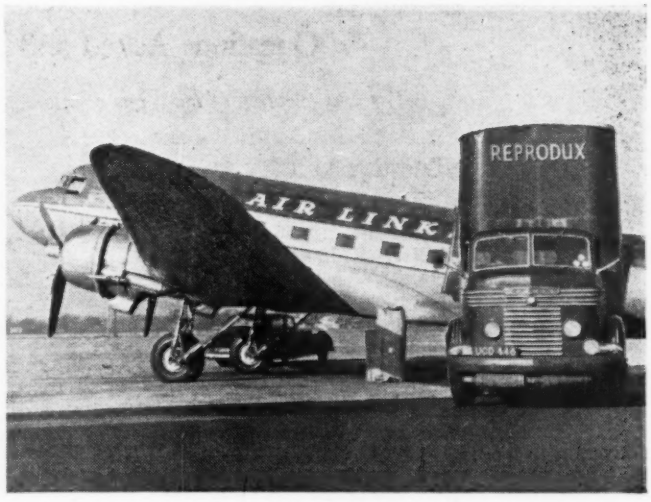
British Aircraft Corporation announced that a contract for three Viscount 810 series aircraft, for delivery in 1963, has been placed with Vickers (Aviation) Ltd. by Mitsui & Co. Ltd., on behalf of All Nippon Airways. This is the second repeat order placed for this Japanese airline, bringing the total number of Viscounts ordered to nine.

Dynamometers for Japan

Sino-British, acting on behalf of Heenan & Froude Ltd., of Worcester, have secured an order from Mitsubishi Nippon Heavy Industries, of Japan, for four Heenan-Dyanamtic Mk. III dynamometers. Three similar dynamometers, supplied by the Worcester concern just over a year ago, are installed at Mitsubishi's Kawasaki plant, where they are used for the testing of diesel engines for trucks and buses.

Travelling Wave Tubes for Canada

The English Electric Valve Co. Ltd., of Chelmsford, are to supply the Canadian Marconi Co. with power tubes type N1029 with associated periodic permanent magnet focusing units type N4025, fitted into prototype communications equipment which C.M.C. are developing for use in the United States.



Reproduction period furniture, made by Bevan Funnell Ltd., at Newhaven, being on-loaded at Gatwick Airport en route for the Continent. In addition to air transport, the firm have now brought in their own 'door-to-door' van service which is sent to Germany each week by sea. This ensures the speediest delivery to overseas customers, minimum packing costs, and obviates all damage. Last year Bevan Funnell's exports to Europe amounted to £83,588. Their exports to Europe are now running at the rate of £13,000 per month and should reach £20,000 per month by March of this year. All this has been achieved in spite of frustrations and difficulties caused by a disastrous fire which gutted their Brighton factory in June of last year.

Buses for South Africa

Pietermaritzburg, South Africa, corporation transport department, has ordered 12 Regal Mark IV underfloor engined, single-deck buses from A.E.C. Ltd. to add to its present fleet.

Nucleonic Instruments for Australia

Ekco Electronics Ltd. have received orders from Australia worth over £250,000 during the past 18 months. Received through Siemens Henley Pty. Ltd., Ekco Electronics distributors in Australia, these orders cover practically every type of nucleonic instrument produced by Ekco and include thickness and fluid density gauges and counting equipment for use in medicine, research and industry.

Transformers for Eastern Europe

Foster Transformers Ltd., of Wimbledon (Metal Industries Group), have received orders from Simon Carves Ltd., of Stockport, for a number of pyroclor-filled grader heater transformers. The transformers are for East Germany, Czechoslovakia, Roumania and Poland.

£300,000 Kuwait Contract

Costain & Press (Overseas Services) Ltd., in a joint venture with Compagnia Tecnica Internazionale S.p.a. of Milan, have been awarded a contract valued at over £300,000 by the Department of Electricity, Water and Gas of the Government of Kuwait, for the internal cleaning and lining and external cleaning, coating and wrapping of 33 miles of 24 in. and 22 miles of 26 in. steel line pipe which is to form a new water pipeline from Rawdatain to Kuwait town. Consulting engineers are Ralph M. Parsons Co.

Marine Radar for 's.s. France'

Decca Marine Radar has been selected for *s.s. France* by her owners, the French Line. The installation in the new flagship of the line is the high power true motion radar, the Decca TM 969. Dual 16 inch display units have been specified, one on the bridge and one in the charthouse, making the installation one of the most advanced and comprehensive in any ship at sea.

Air Conditioning Equipment for Hong Kong

The Electrical Apparatus Co. Ltd., of St. Albans, have received an order for 24 cubicle and multi-motor contactor panels to control the air conditioning system of the new Kai Tak Airport Terminal, New Territory Magistracy, Hong Kong.

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure of space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
United Kingdom	In this issue	May 4
Outside Europe	Jan. 5	April 6
Europe	Dec. 1	Mar. 2

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the following lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Extension 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but application should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events, which, owing to space limitation, are not included in the list.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Additions to Classified Lists of Trade Fairs and Exhibitions

THE FAIRS and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on January 5 and December 1 respectively.

OUTSIDE EUROPE

Additions:

NICOSIA: 9TH CYPRUS INTERNATIONAL FAIR – June 29-July 22, 1962.
* Apply, Management Head Office, 9th Cyprus International Fair, P.O. Box 625, Solon Street, Nicosia, Cyprus.

IZMIR: 32RD INTERNATIONAL TRADE FAIR – August 20-September 20, 1962.
* Apply, The Secretary, The British Chamber of Commerce of Turkey (Inc.), Buldanlioglu Han Nos. 4/5, Necatibey Cad, No. 246 Galata, Istanbul, Turkey.

EUROPE

Additions:

STAVANGER: NORWEGIAN TEXTILE FAIR – March 25-28, 1962.
Apply, The Norwegian Textile Retailers' Association (Norges Tekstilkjopmenns Forbund), P.O. Box 7086, Oslo, Norway.

DIJON: INTERNATIONAL GASTRONOMICAL FAIR – October 30-November 11, 1962.
* Apply, Administration de la Foire Gastronomique, Palais des Expositions, Bvd. de Champagne, Dijon.

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – August 24-29, 1963.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-am. Main.

FRANKFURT: INTERNATIONAL AUTUMN FAIR – August 25-29, 1963.
Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 12-22, 1963.
† Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

FRANKFURT: INTERNATIONAL TRADE EXHIBITION OF SANITARY AND HEATING TECHNIQUES – October 19-27, 1963.
Apply, Zentralverband des Installateur-Klempner Kupferschmiede-und Zentralheizungs Bauer Handwerks, Meckenheimer Allee 67, Bonn.

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – February 15-20 1964.
* Apply, Offenbacher Messe-Gesellschaft m.b.H., Kaiserstrasse 110, Offenbach-am-Main.

FRANKFURT: INTERNATIONAL SPRING FAIR – February 16-20, 1964.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

NUREMBERG: INTERNATIONAL TOY FAIR – February 23-28, 1964.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel.: Central 5050.)

HANOVER: GERMAN INDUSTRIES FAIR – April 26-May 5, 1964.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel.: Metropolitan 9711.)

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 18-27, 1964.
* Apply, Verein Ausstellungspark e.V., Theresienhohe 14, Munich, 12.

British Firms' Conference on Vibration Testing at Essen

THE BRITISH AMBASSADOR Sir Christopher Steel was present at a one day conference organized by the Society of Enviromental Engineers with the co-operation of Deutsche Philips G.m.b.H., at the Haus der Technik, Essen, on January 16. Equipment was contributed by Electronic Vibrators Ltd. (Derritron Group), Pye (Ling) and Goodman Industry Ltd.

Six lectures, one in German and the others in English, with simultaneous translation, were given to an invited audience of about 160 comprising experts from the Defence Ministry, scientists, representatives from many large industrial firms from all over West Germany, the aircraft industry, and the technical press. The speakers were Mr. S. L. Entrees of the Ministry of Aviation who spoke on the consideration of the need for vibration when drawing up a test specification, Mr. D. A. Nutt of Gloucester Aircraft who talked on setting up a testing laboratory, Mr. E. H. Ingemells of English Electric Co. Ltd., on various uses of vibration equipment particularly on inspection, Mr. A. L. Willet of the United Kingdom Atomic Energy Authority on the organization of a large testing laboratory, Mr. L. M. Anstey on the construction and performance of electro-magnetic vibration generators and Mr. J. Salter of the War Office on the importance of vibration testing in engineering.

Most of the lecturers dealt with the subject from the user's aspect; the layout of a vibration testing laboratory, its organization and method of operation, the value of vibration testing during inspection. One lecturer, Mr. Anstey, described the equipment itself in technical terms. A striking demonstration of what happens to electronic valves and mechanical parts when mounted in a testing vehicle simulating the conditions to which they would be subject in use was given by means of a film in which the disintegration and falling off of parts and the loosening of bolted connections could be clearly seen.

So many components and products in the aircraft, automobile, and every branch of the engineering industry are subject to vibration in use that environmental testing before a design is put into production and during inspection is becoming more and more a necessity. British equipment is capable of satisfying the requirements of many industries in Germany which would benefit from systematic vibration testing.

The organizers had arranged an interesting array of vibration generators in the Haus der Technik, and there was a demonstration of vibration testing of a motor car. Commander V. G. P. Weake, President of the Society of Environmental Engineers, said that, although there was much interest in research and development in West Germany, very little had been done by industry in the production of vibration generators to satisfy the ever increasing needs of the engineer.

The British organizers gave a dinner for the German participants at the meeting at which a tribute to the high standard of British development in this field was given by Professor Dr. Ing. Federn of Darmstadt on behalf of Professor Dr. Lubcke, President of the Vibration Testing Section of the Association of German Engineers.

Trade Fairs and Exhibitions *(Continued)*

British Products at Philadelphia Show Attract U.S. Buyers

From the Commercial Department, H.M. Consulate-General, Philadelphia

AMERICAN ENGINEERS and industrial executives numbering some 18,000 saw for the first time how a British consular post could help them, when the Consulate-General in Philadelphia moved its entire Commercial Department to an information stand, which it had organized and staffed on behalf of the Board of Trade at the 13th National Plant Engineering and Maintenance Show, held at Philadelphia from January 22 to 25, 1962. The British stand proved to be a major show attraction. As a result of a wide canvass of the British engineering industry carried out by the Consulate-General last autumn, 165 British firms had sent their trade literature, catalogues and price lists to Philadelphia as background for this 'exhibition within an exhibition'. The booth was organized along supermarket lines with rack space devoted to the literature of each firm and to a display of approximately 80 British trade and technical journals, inquiries about which were handled on the stand by representatives of a New Year subscription agency specializing in British periodicals. In the background was a photographic display depicting plant engineering and maintenance techniques as practised in Britain. There was also available a special display of technical books and leaflets sent to the Show by H.M. Stationery Office, and some 70 technical books forwarded by members of the Publishers' Association.

Representatives of the British Embassy in Washington, D.C., and the British Consulate-General and the British Industrial Development Office in New York were in attendance at the Show, to help handle visitors and record business inquiries

The centre-piece, specially shipped from Britain, was a full-size sectional model of the 60 b.h.p. Rover Industrial Gas Turbine Engine, which so impressed the show managers, Clapp & Poliak, Inc., of New York, that they arranged a special location for it at the entrance of the main Exhibition Hall, where it attracted considerable interest.

Initial results went beyond what had been hoped for. There was a constant flood of visitors in and around the stand to whom many thousands of pamphlets and brochures were distributed. Hundreds of inquiries were answered verbally on the spot and of the 150 recorded inquiries, about a hundred were concerned with British sources of supply and are being actively followed up. It is significant that these came from more than twenty States of the Union and two foreign countries, and during the four days of the Show compared in volume with the average total source of supply inquiries received over a six month period by the Consulate-General. The representative from the British Industrial Development Office reported useful discussions with several companies wishing to establish manufacturing facilities in Britain. There were also a number of inquiries from firms interested in licensing opportunities in both Britain and the United States.

Equally encouraging, if of longer range value, was the fact that so many British firms showed interest. As a result of the original canvass, forty new firms are now seeking American agents and/or regional distributors and there are about another seventy firms who are seeking business but have not yet specified their overall plans for entering the market. Some of these, at any rate, can be expected in due course to ask for agency action.

These initial results are valuable but in the long term the essential need is to bring home to purchasing departments, design engineers and management personnel of American firms, wherever they are located, the extensive assistance which Commercial Officers at the twenty British consular posts in the United States can provide. This was the central theme of the exhibit and the British Consulate-General in Philadelphia believe that their presence in the Show ensured that the message got home.

The next National Plant Engineering and Maintenance Show will be held at McCormick Place, Chicago, from January 28 to 31, 1963. It is hoped that now that the way has been well prepared for participating British manufacturers and others, they or their agents will consider the possibility of renting space on their own. Details may be obtained from the organizers: Clapp and Poliak, Inc., 341, Madison Avenue, New York, 17, N.Y.

UTRECHT INTERNATIONAL SPRING FAIR 1962

UTRECHT — NETHERLANDS

12-20 March (closed on Sunday)

CONSUMER GOODS SECTION

Household articles -- electrical household apparatus — lighting goods — domestic heating- and cooking-apparatus (gas, coal and oil) — earthenware, glass-, china- and crystalware — household luxury goods — artistic and religious goods — gold- and silverware, jewellery — clocks — smokers' requisites — leather goods — baby articles — toys, sports goods — perfumery, cosmetics, toilet articles — gift articles — souvenirs and carnival goods — shop fitting — display and advertising material — photographic, cinematographic and optical articles — tools and hardware — sanitary articles and installation material.

CAPITAL GOODS SECTION

Building and Mechanical Handling Fair:

Equipment and supplies for the building industry, road building, mining and earth moving — woodworking machinery — building materials — airconditioning — mechanical handling equipment, etc.

General Engineering:

Combustion engines — pumps — compressors — blowers — schoolinstallations — storehouse and drawingoffice equipment — large kitchen installations — industrial supplies, etc.

For all information apply to he Royal Netherlands Industries Fair, Foreign Department, Utrecht (Netherlands).
Represented in U.K. by: Mr. W. Friedhoff, 307-308, High Holborn, London W.C. 1 Tel. Holborn 1358

Trade Fairs and Exhibitions (*Continued*)

Big British Boat Display in Genoa

FORTY-TWO British firms are taking part in a combined display of British boats and boating equipment at the First International Genoa Boat Show, which opened on January 27, and lasts twelve days.

The display has been organized by the Board of Trade in collaboration with The Ship and Boat Builders' National Federation and the Rural Industries Bureau. It covers about 15,000 square feet and is the biggest foreign national display in the Genoa Boat Show, which also includes exhibits from the United States, France, Germany, The Netherlands and Scandinavia.

Exhibits in the combined British display include sailing and motor boats, catamarans, boat fittings, engines and electronic equipment. There is also a general information stand to answer inquiries about British boats and equipment. Several British firms are exhibiting independently or on the stands of agents at the show. The Fifth Destroyer Squadron of the Royal Navy, which includes H.M. Ships Duchess, Diamond, Crossbow and Battleaxe, visited Genoa during the early part of the show.

Guide to British Directories

G. P. Henderson's 'Current British Directories' includes for the first time a section on the British Commonwealth and South Africa. Copies from Jones & Evans' Bookshop Ltd., 70 Queen Victoria Street, London, E.C.4. 45s.

World Wheat Review

The International Wheat Council have published its 'Review of the World Wheat Situation, 1960/61,' which also covers the outlook for 1961/62 and some of the longer-term factors giving rise to the current situation. Inquiries for copies should be addressed to the Council at 28 Haymarket, London, S.W.1.

This pump, in operation by a Chinese market gardener to irrigate his vegetable plot, was made by Goodenough Pumps Ltd. of London. Many thousands of these and other types have been sold throughout Malaya and Singapore for the past 15 years by Guthrie & Co., Ltd.

Fast groupage on through bills of lading to

BELGIUM DENMARK FINLAND SWITZERLAND SWEDEN

DAVIES, TURNER & CO LTD
Established 1870

CARRIER HOUSE
4 LOWER BELGRAVE STREET
LONDON SW1

Telephone: MACaulay 4393
Cables: SPEDITION TELEX

Telex: 28471
A/B SPEDITION LDN

Also at Birmingham, Bristol, Glasgow, Hull, Liverpool, Manchester and Southampton

Trade Fairs and Exhibitions in the United Kingdom

1962 — General

LONDON: 39TH 'DAILY MAIL' IDEAL HOME EXHIBITION – March 6-31.
* At Olympia. Apply, Associated Newspapers Limited, 161/163 Queen Victoria Street, London, E.C.4. (Tel.: Fleet Street 6000.)

MANCHESTER: 'EVENING CHRONICLE' BRIGHTER HOMES EXHIBITION – March 13-31.
* At City Hall, Deansgate, Manchester, 3. Apply, Provincial Exhibition Ltd., City Hall, Deansgate, Manchester, 3. (Tel.: Deansgate 6363.)

BUXTON: PURCHASING OFFICERS' ASSOCIATION ANNUAL CONFERENCE AND MINIHIBITION – September 27-29.
* Apply, Purchasing Officers' Association, Wardrobe Court, 146A Queen Victoria Street, London, E.C.4. (Tel.: City 3841/3.)

1962 — Specialized

Agriculture and Dairy Industry

GLASGOW: SCOTTISH DAIRY SHOW – February 13-17.
* At Kelvin Hall, Glasgow. Apply, The Secretary, Glasgow Agricultural Society, 82 Gordon Street, Glasgow, C.1.

TAUNTON: BATH AND WEST AGRICULTURAL SHOW – May 30-June 2.
* Apply, The Secretary, Bath and West and Southern Counties Society, 3 Pierrepont Street, Bath.

BELFAST: ROYAL ULSTER AGRICULTURAL SOCIETY 95TH ANNUAL SHOW – May 23-26.
* At Balmoral Show Grounds, Northern Ireland. Apply, The Royal Ulster Agricultural Society, The King's Hall, Belfast. (Tel.: Belfast 665225.)

MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 12-14.
* Apply, The Secretary, Three Counties Agricultural Society, Malvern, Worcester. (Tel.: Malvern 2231.)

NORWICH: ROYAL NORFOLK AGRICULTURAL SHOW – June 27-28.
* At the Showground. Apply, The Secretary, Royal Norfolk Agricultural Association, Diss, Norfolk.

NEWCASTLE-UPON-TYNE: ROYAL AGRICULTURAL SOCIETY'S SHOW – July 3-6.
* At Town Moor. Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Tel.: Belgravia 5323.)

HARROGATE: THE GREAT YORKSHIRE AGRICULTURAL SHOW – July 10-12.
* At Permanent Showground Site. Apply, F. M. Baldwin, Esq., M.B.E., B.Sc., Yorkshire Agricultural Society, Cliftonfield, Shipton Road, Yorks.

LONDON: 76TH ANNUAL ROYAL DAIRY SHOW – October 23-26.
* At Olympia. Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W.1. (Tel.: Langham 6903/4.)

LONDON: THE ROYAL SMITHFIELD AND AGRICULTURAL MACHINERY SHOW – December 3-7.
* At Earls Court. Apply, Smithfield Show Joint Committee, S.M.M.T., Forbes House, Halkin Street, London, S.W.1. (Tel.: Belgravia 6611.)

LONDON: INTERNATIONAL POULTRY SHOW – December 5-7.
* At National Hall, Olympia. Apply, National Poultry Show, Dorset House, Stamford Street, London, S.E.1. (Tel.: Waterloo 3333.)

Antiques

LONDON: THE ANTIQUE DEALERS' FAIR AND EXHIBITION – June 13-28.
* At Grosvenor House, Park Lane, London, W.1. Apply, Captain C. S. Platts, A.C.I.S., Grosvenor House, Park Lane, London, W.1. (Tel.: Grosvenor 6363.)

HARROGATE: 12TH NORTHERN ANTIQUE DEALERS' FAIR – September 13-20.
* At the Royal Hall. Apply, Northern Antique Dealers' Fair Ltd., 408 Leeds, Road, Bradford, 3.

Aviation

FARNBOROUGH: 23RD FLYING DISPLAY AND EXHIBITION – September 3-9.
* At Royal Aircraft Establishment. Apply, The Society of Aircraft Constructors Ltd., 29 King Street, London, S.W.1. (Tel.: Trafalgar 3231.)

Boats

MANCHESTER: THE NORTHERN BOAT, CARAVAN AND CAMPING EXHIBITION – March 7-17.
* At Belle Vue. Apply, Pall Mall Exhibitions Ltd., Spencer House, South Place, London, E.C.2. (Tel.: Metropolitan 9519.)

Building and Public Works

LONDON: THE PUBLIC WORKS AND MUNICIPAL SERVICES EXHIBITION – November 12-17.
† At Olympia. Apply, The Municipal Agency Limited, 3/4 Clement's Inn, Strand, London, W.C.2. (Tel.: Holborn 6817-6819.)

Chemicals

LONDON: FOURTEENTH TECHNICAL EXHIBITION OF OIL AND COLOUR CHEMISTS' ASSOCIATION – February 26-March 1.
* At Royal Horticultural Society's Old and New Halls, London, S.W.1. Apply, Mr. R. H. Hamblin, General Secretary, Oil and Colour Chemists' Association, Wax Chandlers' Hall, Gresham Street, London, E.C.2. (Tel.: Monarch 1439.)

Display

LONDON: DISPLAY MARKET WEEK – February 19-22.
* At Hotel Russell, Russell Square, London, W.C.1. Apply, The National Display Equipment Association, 2 Caxton Street, London, S.W.1. (Telephone: Abbey 4813.)

Electrical, including Electronics

LONDON: 11TH ELECTRICAL ENGINEERS (A.S.E.E.) EXHIBITION – March 20-24.
* At Earls Court. Apply, Electrical Engineers (A.S.E.E.) Exhibition Ltd., 6 Museum House, 25 Museum Street, London, W.C.1. (Tel.: Museum 3450.)

LONDON: INTERNATIONAL AUDIO FESTIVAL AND FAIR – April 26-29.
* At Hotel Russell, London, W.C.1. Apply, C. Rex Hassan & Associates, 42 Manchester Street, London, W.1. (Tel.: Hunter 2080.)

LONDON: INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION – May 28-June 2.
† At Olympia. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel.: Gerrard 1622.)

Engineering, Machinery, Machine Tools

LONDON: 2ND INTERNATIONAL PIPES, PIPELINES, PUMPS AND VALVES EXHIBITION AND CONVENTION – April 9-13.
† At Earls Court. Apply, Scientific Surveys Ltd. (Exhibition Division), 97 Old Brompton Road, South Kensington, London, S.W.7. (Tel.: Knightsbridge 9368.)

LONDON: INTERNATIONAL REFRIGERATION FAIR – April 13-19.
At Olympia. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)

LONDON: 2ND INTERNATIONAL COMPRESSED AIR AND HYDRAULICS EXHIBITION AND FLUID POWER CONFERENCE – April 30-May 4.
† At Empire Hall, Olympia. Apply, Commercial Exhibitions Ltd., St. Richards House, Eversholt Street, London, N.W.1. (Tel.: Euston 7293.)

LONDON: 5TH PRODUCTION EXHIBITION – April 30-May 5.
† At Olympia. Apply, Andry Montgomery Limited, The 1962 Production Exhibition, 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

LONDON: POWER GENERATION AND CLEAN AIR EQUIPMENT EXHIBITION AND THE FIRST BRITISH EXHIBITION OF SPACE RESEARCH AND TECHNOLOGY – May 2-11.
† At Olympia. Apply, F. W. Bridges and Sons Ltd., Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 0568.)

LONDON: THE MECHANICAL HANDLING EXHIBITION – May 8-18.
† At Earls Court. Apply, 'Mechanical Handling,' Dorset House, Stamford Street, London, S.E.1. (Tel.: Waterloo 3333.)

LEICESTER: SHOE MACHINERY AND COMPONENTS EXHIBITION (FORMERLY SHOE TRADES EXHIBITION) – May 28-June 1.
† Granby Halls. Apply, The Shoe and Leather Record, 133-135 Oxford Street, London, W.1. (Tel.: Gerrard 7992.)

LONDON: THE CHEMICAL AND PETROLEUM ENGINEERING EXHIBITION – June 20-30.
At Olympia. Apply, F. W. Bridges and Sons Ltd., Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 0568.)

LONDON: 6TH GAUGE AND TOOL AND POWER PRESS EXHIBITION – October 1-10.
At Olympia. Apply, The Gauge and Tool Makers' Association, Standbrook House, 2/5, Old Bond Street, London, W.1. (Tel.: Hyde Park 3451/2.)

LONDON: 15TH ENGINEERING EXHIBITION – October 16-18.
* At Royal Horticultural Society's New Hall, London, S.W.1. Apply, Engineering Industries Association (London Region), 9 Seymour Street, London, W.1. (Tel.: Welbeck 2241.)

LONDON: 4TH CORROSION AND METAL FINISHING EXHIBITION – November 27-30.
At Olympia. Apply, Technology Publications Ltd., Leonard Hill Technical Group, Leonard Hill House, Eden Street, London, N.W.1. (Tel.: Euston 5911.)

Factory Equipment

MANCHESTER: INTERNATIONAL FACTORY EQUIPMENT EXHIBITION – September 19-28.
* At Belle Vue. Apply, Industrial and Trade Fairs Ltd., Commonwealth 1-19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

Trade Fairs and Exhibitions in U.K. (*Continued*)

Floorcoverings

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOORCOVERINGS TRADE FAIR – February 26-March 2.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

Foodstuffs, Hotel, Catering

LONDON: NATIONAL DELICATESSEN EXHIBITION – March 12-16.
* At Royal Horticultural Society's Old and New Halls, Vincent Square, S.W.1. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)

GLASGOW: SCOTLAND'S FOOD EXHIBITION – April 3-14.
* At Kelvin Hall. Apply, Scottish Trades, Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester, 3. (Tel.: Deansgate 6363.)

LONDON: 3RD INTERNATIONAL REFRIGERATION, AIR CONDITIONING AND FROZEN FOODS EXHIBITION – April 9-12.
At Earls Court. Apply, Technical Productions (London) Ltd., 11A Gloucester Road, London, S.W.7. (Tel.: Knightsbridge 2945.)

LONDON: SHOP EQUIPMENT AND SELF SERVICE EXHIBITION – May 28-June 1.
* At Olympia. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel.: Fleet Street 1555.)

LONDON: 7TH BRITISH FOOD FAIR – August 28-September 12.
† At Olympia. Apply, The Food Manufacturers Federation, 1962 British Food Fair, 10 Mount Row, London, W.1. (Tel.: Hyde Park 2933.)

BLACKPOOL: THE NORTHERN CLUB TRADE FAIR – September 10-15.
* At Norbreck Hydro. Apply, U.T.P. Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, E.C.4. (Tel.: Fleet Street 3172-2985.)

Furniture

LONDON: 13TH ANNUAL FURNITURE EXHIBITION – January 29-February 10.
* At Earls Court. Apply, B.F.M. Exhibitions Limited, 17 Berners Street, London, W.1. (Tel.: Langham 5115.)

Gifts, Fancy Goods, Toys

BRIGHTON: 9TH BRITISH TOY FAIR – January 31-February 6.
* At Bedford, Grand and Metropole Hotels and Corn Exchange. Apply, British Toy Fairs (International) Ltd., 94 Hatton Gardens, London, E.C.1. (Tel.: Chancery 9158.)

BLACKPOOL: INTERNATIONAL GIFTS FAIR – February 5-9.
* Apply, Trade Promotion Services Ltd., Saint Dunstan's House, Carey Lane, London, E.C.2. (Tel.: Monarch 0871.)

Handicrafts, Hobbies

LONDON: 10TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 7-22.
* At National Hall, Olympia. Apply, A. J. Kreps, Esq., Link House Publications Ltd., Store Street, London, W.C.1. (Tel.: Museum 9792.)

Heating

MANCHESTER: 2ND DOMESTIC HEATING AND INSULATION-IN-THE-HOME EXHIBITION – September 25-28.
* At Free Trade Hall. Apply, Clarke & Rhodes Ltd., 274-278 The Corn Exchange, Manchester, 4. (Tel.: Deansgate 6541/2.)

LONDON: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September 26-October 5.
† At Olympia. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel.: Gerrard 1622.)

Homes, Household and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – May 14-18.
* At Olympia. Apply, Universal Exhibitions Ltd., 74 Holland Park, London, W.11. (Tel.: Park 7360 and 7723.)

Hospital and Medical

LEEDS: NORTHERN MEDICAL SERVICES EXHIBITION – May 21-25.
* At Queens Hall, Leeds. Apply, Exhibition Organizer, British and Colonial Druggists Ltd., 194-200 Bishopsgate, London, E.C.2. (Tel.: Avenue 1444.)

LONDON: MEDICAL EXHIBITION – November 12-16.
* At Royal Horticultural Society's New Hall, Westminster, S.W.1. Apply, Exhibition Organizer, British and Colonist Druggist Ltd., 194/200 Bishopsgate, London, E.C.2. (Tel.: Avenue 1444.)

Inventions

LONDON: INTERNATIONAL INVENTIONS AND COMMERCIAL DEVELOPMENT EXHIBITION – February 16-24.
* At Central Hall, Westminster, S.W.1. Apply, Empson and Turner Ltd., Thorn House, Upper St. Martin's Lane, London, W.C.1. (Tel.: Temple Bar 9081.)

Laundry and Dry Cleaning

LONDON: LAUNDRY, DRY CLEANING AND ALLIED TRADES EXHIBITION – July 16-21.
* At Olympia. Apply, F. W. Bridges and Sons Ltd., Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 0568.)

Leather, Leather Goods and Footwear

LONDON: LEATHER GOODS INDUSTRIES FAIR – February 12-16.
* At Mount Royal Hotel, London, W.1. Apply 'Leathergoods' Trade Journal, 15 Cursitor Street, London, E.C.4. (Tel.: Chancery 4001.)

BLACKPOOL: NATIONAL SLIPPER FAIR – February 19-22.
* At Imperial Hotel. Apply, Shoe and Leather Record (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Tel.: Monarch 0666.)

HARROGATE: AUTUMN SHOES EXHIBITION – April 9-12.
* At Majestic and Old Swan Hotels. Apply, The British Footwear Manufacturers Federation, 22 Gilbert Street, London, W.1. (Tel.: Mayfair 2843.)

LONDON: 4TH FOOTWEAR COMPONENTS EXHIBITION – May 22-24.
* At Washington Hotel, Curzon Street, London, W.1. Apply, Exhibition Department, 'Footwear' National Trade Press Ltd., Drury House, Russell Street, Drury Lane, London, W.C.2. (Tel.: Temple Bar 3422.)

LONDON: LIFMA LEATHER FAIR – May 22-24.
* At Hotel Rubens, Buckingham Palace Road, London, S.W.1. Apply, Leather Importers, Factors and Merchants Association, Dashwood House, Old Broad Street, London, E.C.2. (Tel.: Avenue 4862.)

LONDON: BRITISH UPPER LEATHER FAIR – May 22-24.
* At St. Ermin's Hotel, Caxton Street, S.W.1. Apply, United Tanners' Federation, Leather Trade House, 17/19 Barter Street, London, W.C.1. (Tel.: Holborn 9784.)

LONDON: 'FASHION IN FOOTWEAR' EXHIBITION – September 30-October 4.
* At Washington Hotel, Curzon Street, London, W.1. Apply, Exhibition Department, 'Footwear', National Trade Press Ltd., Drury House, Russell Street, Drury Lane, London, W.C.2. (Tel.: Temple Bar 3422.)

LONDON: 'SPRING SHOES' EXHIBITION – October 1-4.
* At Mount Royal Hotel, Marble Arch, W.1. Apply, British Footwear Manufacturers Federation, 22 Gilbert Street, London, W.1. (Tel.: Mayfair 2843.)

Office Equipment and Business Efficiency

LEEDS: BUSINESS EFFICIENCY EXHIBITION – March 5-9.
At Queens Hall. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel.: Central 7771/2.)

LONDON: 50TH BUSINESS EFFICIENCY EXHIBITION – October 1-10.
* At Grand Hall, Olympia. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel.: Central 7771/2.)

Philately

LONDON: THE NATIONAL STAMP EXHIBITION 'STAMPEX 1962' – March 16-24.
* At Central Hall, Westminster. Apply, The Philatelic Traders' Society Ltd., 2 Clements Inn, London, W.C.2. (Tel.: Chancery 3764.)

Radio and Television

LONDON: 29TH NATIONAL RADIO AND TELEVISION EXHIBITION – August 22-September 1.
* At Earls Court. Apply, Radio Industry Exhibitions Ltd., 59 Russell Square, London, W.C.1. (Telephone: Museum 6901.)

Sports, Camping

LONDON: 6TH BRITISH SPORTS TRADE FAIR – November 5-8.
* At Berners Hotel, London, W.1. Apply, The Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W.1. (Tel.: Gerrard 7281.)

Stationery

LONDON: STATIONERY TRADE FAIR – February 19-23.
* At Alexandra Palace, London, N.22. Apply, The Stationers' Association of Great Britain and Ireland, 6 Wimpole Street, London, W.1. (Tel.: Langham 9256/7.)

Textiles, Clothing and Accessories

HASTINGS: 9TH SMALLWARES TRADE FAIR – February 26-March 1.
* At Queen's Hotel. Apply, Trade and Technical Exhibitions, 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel.: Fleet Street 1555.)

LONDON: LONDON WEEK – MEN'S AND BOYS' WEAR EXHIBITION – February 26-March 2.
At Mount Royal Hotel. Apply, Industrial Exhibitions (Services) Ltd., 9 Argyll Street, London, W.1. (Tel.: Gerrard 1622.)

(*Continued on next page*)

Trade Fairs and Exhibitions in U.K. (*Continued*)

LONDON: INTERNATIONAL CLOTHING TRADE EXHIBITION AND CONVENTION – April 12-17.
† At National Hall, Olympia. Apply, U.T.P. Exhibitions Ltd., 9 Gough Square, Fleet Street, London, E.C.4. (Tel.: Fleet Street 3172.)

LONDON: 20TH JUNIOR FASHION FAIR – May 7-10, 21ST JUNIOR FASHION FAIR – October 29-November 1.
* At Royal Horticultural Society's Old Hall, Vincent Square, S.W.1. Apply, National Children's Wear Association, Evelyn House, 40/42 Oxford Street, London, W.1. (Tel.: Museum 1833.)

LONDON: PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – May 7-10.
* At Mayfairia Rooms, Bryanston Street, London, W.1. Apply, The Secretary, The Teenage, Infants' and Girls' Fashion Organization, 92 Cavendish Street, London, W.1. (Tel.: Langham 3353.)

LONDON: THE MAKERS-UP FABRIC ASSEMBLY EXHIBITION – May 21-25.
* At Berner's Hotel, Berners Street, W.1. Apply, U.T.P. Exhibitions Ltd., 9 Gough Square, Fleet Street, London, E.C.4. (Tel.: Fleet Street 3172/7.)

HARROGATE: KNITTING WOOL TRADE FAIR – August 27-30.
* At Exhibition Hall. Apply, British-Continental Trade Press Ltd., 222 Strand, London, W.C.2. (Tel.: Fleet Street 1253/4.)

HARROGATE: N.A.O. CONVENTION (MEN'S AND BOYS' WEAR EXHIBITION) – September 25-27.
* Apply, National Association of Outfitters, 21 Cavendish Place, Cavendish Square, London, W.1. (Tel.: Langham 2918.)

Transport

LONDON: 21ST INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 21-29.
† At Earls Court. Apply, Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel.: Belgravia 6611.)

LONDON: 47TH INTERNATIONAL MOTOR EXHIBITION – October 17-27.
* At Earls Court. Apply, Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel.: Belgravia 6611.)

LONDON: THE BRITISH CYCLE AND MOTOR CYCLE SHOW – November 10-17.
† At Earls Court. Apply, The British Cycle and Motor Cycle. Industries Association Ltd., Starley House, Eaton Road, Coventry.

LONDON: INTERNATIONAL CARAVAN EXHIBITION – November 28-December 4.
* At Olympia. Apply, Exhibition Organizer, *The Daily Mail*, Bouverie Street, London, E.C.4. (Tel.: Fleet Street 5000.)

Miscellaneous

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 6-8.
* At Olympia. Apply, The Exhibition Organizer, 'Cage Birds', Dorset House, Stamford Street, London, S.E.1. (Tel.: Waterloo 3333.)

1963 — Specialized

Building and Public Works

LONDON: INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION AND CONFERENCE – June 25-July 5.
† At Crystal Palace. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

Engineering, Machinery, Machine Tools

LONDON: THE DAIRY ENGINEERING EXHIBITION – January 28-February 1.
At Olympia. Apply, The Trades' Markets & Exhibitions Ltd., 623/4 Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 1371.)

LONDON: THE LONDON INTERNATIONAL ENGINEERING EXHIBITION (FORMERLY ENGINEERING, MARINE, WELDING AND NUCLEAR ENERGY EXHIBITION) – April 23-May 2.
At Olympia and Earls Court. Apply, F. W. Bridges and Son Ltd., Grand Buildings, Trafalgar Square, London, W.C.2 (Tel.: Whitehall 0568) and Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

LONDON: 11TH INTERNATIONAL PRINTING MACHINERY AND ALLIED TRADES EXHIBITION – July 16-27.
At Olympia and Earls Court. Apply, F. W. Bridges and Sons Ltd., 'Ipex,' Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 0568.)

Foodstuffs, Hotel, Catering

BIRMINGHAM: HOTELIERS, CATERERS AND CATERING EQUIPMENT EXHIBITION – February 20-March 1.
† At Bingley Hall. Apply, W. G. Appleyard, Esq., 71 Broad Street, Birmingham, 15.

LONDON: INTERNATIONAL BAKERS AND CONFECTIONERS' EXHIBITION – September 28-October 4.
At Olympia. Apply, The Trades' Markets and Exhibitions Ltd., 623 Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 1371.)

Packaging

LONDON: INTERNATIONAL PACKAGING EXHIBITION – September 4-13.
† At Olympia. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel.: Deansgate 6363.)

Photography

LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 13-18.
† At National Hall, Olympia. Apply, British Organizers Ltd., 52 Grafton Way, London, W.1. (Tel.: Euston 7930.)

Plastics

LONDON: INTERNATIONAL PLASTICS EXHIBITION AND CONVENTION (INTERPLAS) – June 12-22.
† At Olympia. Apply, The Manager, Iliffe Exhibitions Ltd., International Plastics Exhibition 1963, Dorset House, Stamford Street, London, S.E.1. (Tel.: Waterloo 3333.)

Radio and Television

LONDON: 18TH RADIO AND ELECTRONIC COMPONENT SHOW – May 21-24.
† At Olympia. Apply, The Radio and Electronic Component Manufacturers' Federation, 21 Tothill Street, London, S.W.1. (Tel.: Abbey 4226.)

1964 — Specialized

Engineering, Machinery, Machine Tools

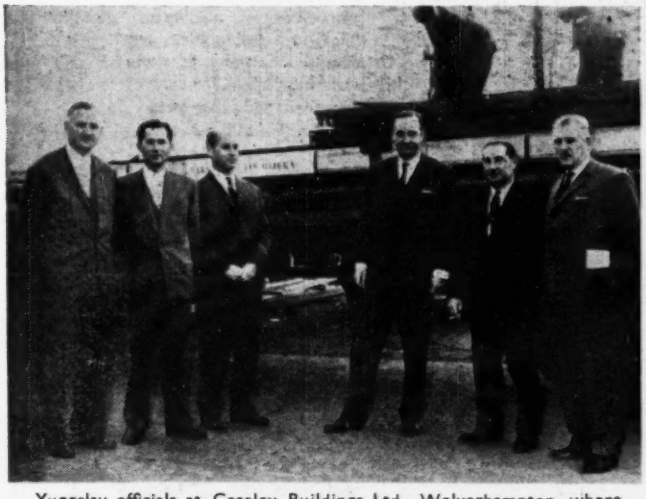
LONDON: BREWING, BOTTLING AND ALLIED TRADES EXHIBITION – October 5-9.
At Olympia. Apply, The Trades' Markets and Exhibitions Ltd., 623 Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 1371.)

OVERSEAS VISITORS SEE BRITISH INDUSTRY

Mr. G. T. Drozdov (*third from left*), First Deputy Minister of the Soviet Ministry of Social Security, and others, inspected an EMIDEC 2400 computer at the Hayes plant of EMI Electronics Ltd. Demonstrating the unit is Mr. N. D. Hill EMI's chief computer executive. This unit will form part of the computing system for the graduated pension scheme at Newcastle. The Russians also saw colour television cameras.

H.E. Tuan Haji Mohamed Khu Johan, Minister of Commerce, Federation of Malaya, his wife, and an assistant, at the Design Centre with Mr. James Noel White, deputy director, C.O.I.D.

Photo: Council of Industrial Design

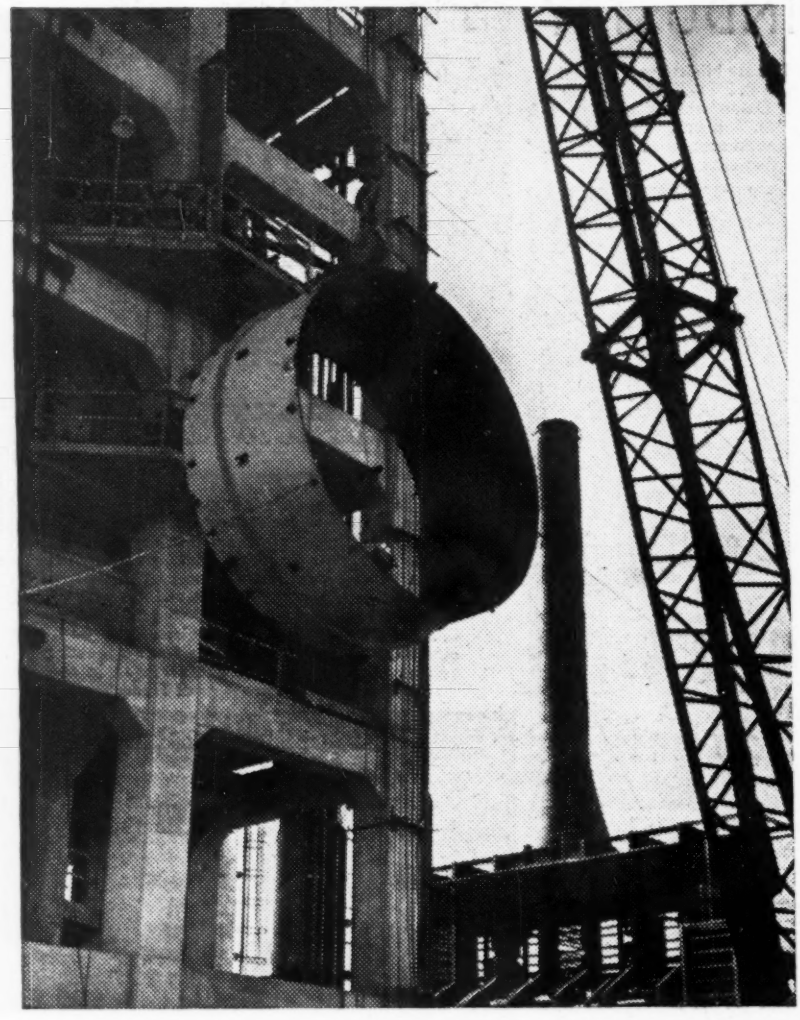


Yugoslav officials at Coseley Buildings Ltd., Wolverhampton, where they saw three steel-framed buildings destined for Belgrade. *Left to right:* Mr. D. Matic, president, Yugoslav Federal Chamber of Building; Mr. M. Dokanovic, director-general, Yugoslav Investment Bank; Mr. Z. Petrinovic, Minister of Construction, Republic of Croatia; Mr. M. Pajevic, head of the technological group of building materials; Mr. J. M. Sinton, chairman, Coseley group; and Mr. M. Brilly, secretary-general, Yugoslav Federal Chamber of Building.

Tarik Al Orfali (*second left*), technical director, Iraq Ministry of Agriculture, and Hussan Al Dairi (*right*), engineer, Iran Ministry of Agrarian Reform, at the Perkins Group's diesel engine factory at Peterborough. With them are Mr. N. B. M. Smithson (*left*), assistant to the group's marketing director and Mr. A. Dunkley.

Below: The joint-managing directors of Belgian Industrial Plastics recently visited the Hounslow factory of Jeltek Limited—a company in the JEL Group. Seen (*left to right*) are Messieurs A. D. Mayeur and R. P. Declerck of B.I.P., Mr. Maurice Soffa, managing director of Jeltek, and Mr. G. Lester, works manager, examining one of the types of P.V.C.-coated materials used in the manufacture of the waterproof clothing Jeltek are supplying to B.I.P. The two companies, who have signed an agreement making B.I.P. sole Jeltek stockist and distributor for Belgium and Luxembourg, date their business relationship from a meeting at the Interschutz Fair held at Cologne last June and arranged in conjunction with the Board of Trade.

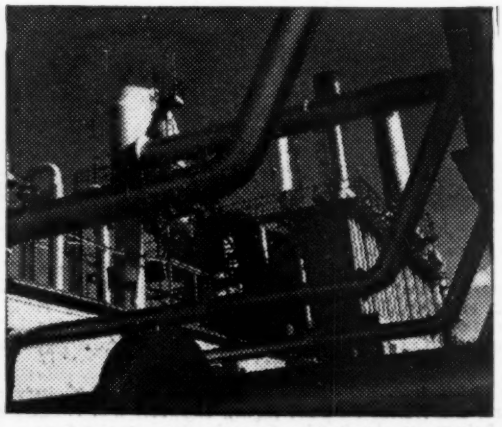
AUSTRALIA/country, continent . . . a world of opportunity



One of the new petro-chemicals plants now taking shape against Australian skies.
Below: Spearheading the establishment of Australia's petro-chemicals industry is this £A2m. carbon black plant which has been in production since June, 1959. Present capacity is 30m. lb. a year.

AUSTRALIA TURNS TO PETRO-CHEMICALS

At this moment more than £A40,000,000 worth of petro-chemical plants are under construction in Australia. Most will be in production next year following hard on the heels of a recently established £A2,000,000 carbon black plant. British, American and Australian interests are interlocked in this major venture. The whole has been skilfully co-ordinated to place each unit on a highly economic basis—supplying and drawing materials one from the other to produce such substances as ethylene, styrene monomer, polyethylene, polystyrene and polyvinylchloride, epoxy resins, butadiene and synthetic rubber. All are sited near the oil refineries supplying their raw materials. Yet Australia's petro-chemical story has only just begun. At least 80,000,000,000 tons of readily accessible brown coal await as a potential alternative source of raw material. Australia welcomes British participation in her continuing growth and expansion. Australian Government representatives in the United Kingdom will gladly supply information about trade, investment or migration. They are located at Australia House and at the offices of the Agents-General for each State.



Overseas Trade Section

Presenting British Goods to the Average American Purchasing Agent

Colonel Martin Philipsborn, Jnr., who wrote this article, is a leading Chicago businessman who is at present President of Horder's Stationery Stores, Inc. He has had considerable business experience on both sides of the Atlantic, and knows both the United States and British markets extremely well.

THE AVERAGE American business man, in the United States, is not accustomed to buying foreign wares. To sell to the average American buyer who may know little about foreign trade, and usually cares less presents a real problem to representatives of overseas manufacturers. This is particularly true of those who buy basic merchandise, unrelated to the luxury trades, and to those buyers who are located inland from the Eastern and Western seaboards.

Furthermore, the average American has a deep-seated feeling that to spend money overseas, except to satisfy his own personal desires, or in connection with travel, has an unpatriotic tinge and that such money, sent overseas, is somehow lost. This feeling, while much less pronounced than before the war, is still very strong and the British exporter would do well to keep it in mind.

Thus it becomes of great importance that foreign merchandise be presented in the same way as American goods are sold. It is useless to quote prices in pounds sterling, f.o.b. London, or even c.i.f. port of entry nearest to the buyer's place of business. Almost always, the American buyer will want to know the price of the merchandise delivered to his warehouse, *in dollars*. Failure to quote prices in this manner will give him the excuse to revert to his innate and historic prejudice against foreign goods.

It is therefore obvious that in ninety-nine cases out of a hundred foreign merchandise, except for re-orders, cannot be sold by mail. A representative of the British seller must call in person not only to make the first, but even to make the second and third sale. Thereafter, if the goods are satisfactory and sell readily, re-orders by mail can be expected. But even then they should not be counted upon.

Moreover, where the quality of goods is concerned, the overseas seller should be prepared to talk to the American buyer on his own terms. For example, the quality of steel filing cabinets is often judged by the gauge of the steel used and the price of the cabinet in relation to its weight in pounds. The seller must be prepared to answer pertinent questions in regard to the above even if these are not usually asked by British buyers.

Quoted prices should include custom duty and take into account the cost, if any, of clearing the merchandise through the customs, a detail with which the average American buyer is not prepared to deal and with which he refuses to be bothered.

Generally, American vendors do not criticize unduly the offerings of competitors. Nor are they in the least reticent about the superiority of their own merchandise. In this the British seller will do well to imitate American custom. He cannot take for granted, just because he is offering British goods, that the American buyer will assume that these are more sturdily and carefully built than similar American products (even though the buyer may have a small suspicion that this be the case). Forceful mention of the advantages of hand finishing, careful testing, close tolerances which, sometimes, the cost of American labour does not permit, should be carefully brought home—if necessary by boring repetition. A reference to the sellers' merchandise as 'the Rolls Royce' of its type will be readily understood.

A good salesman will also be conversant with the domestic products against which he is selling. He should know the advantages, disadvantages, the price, the discounts, allowances and promotional provisions of local manufacturers and be prepared to state unequivocally the advantages of his product in each one of these categories; or how the overriding advantage in one category more than overcomes the drawbacks in another. He cannot be reticent about these, or hope that the buyer himself will weigh such considerations.

Last of all, the representative of a foreign business must be prepared, where it becomes necessary or advisable, to gently educate the buyer in the mutual advantages in foreign trade. 'If we don't sell to you, where will we get the dollars to buy what you want to sell to us?', is a good opening.

To sum up then—the British seller must present his merchandise on the same pricing and delivery basis as his American competitor; he must be prepared to overcome the American's initial hesitancy to buy foreign merchandise; he must present his product intelligently and aggressively; and then, if the price be right, he may sell it. Otherwise, as Sir Walter Raleigh once said, otherwise not. (*See Leading Article page* 197.)

British-American Chamber of Commerce and British Trade Centre in Chicago

A BIG STEP forward in the promotion of British goods in the heart of America's Middle West has been taken with the announcement by the Western Hemisphere Export Council of plans for setting up a new British-American Chamber of Commerce and British Trade Centre in Chicago.

The Chamber will be officially opened on April 10, when it is expected that Sir David Ormsby-Gore, British Ambassador in Washington, will deliver a speech on British-American trade. Lord Rootes, the Chairman of the Western Hemisphere Exports Council, will also attend the opening ceremony.

A strong team, comprising some of the leading businessmen and bankers in the Middle West, have agreed to serve on the Chamber's Board of Directors, and the object will be to stimulate in every possible way trade between Britain and the rich agricultural and industrial area of which Chicago is the centre. It will provide a service to businessmen which will prove invaluable in the expansion and diversification of trade between Britain and the United States.

Industrial Mission to Visit West Indies

LORD ROOTES, Chairman of the Western Hemisphere Exports Council, will lead a high-level British trade and industrial mission to the West Indies in March.

More than a dozen leaders of industry, banking and commerce in this country will be in the party, which is being organized by the W.H.E.C. They will travel a total of 20,000 miles, visiting Jamaica, Trinidad, British Guiana, Barbados, British Honduras, the Leeward and Windward Islands and the Bahamas. The Mission will have two main objects:

1. To encourage the growth of trade in both directions between Britain and the West Indies.
2. To examine and report on the possibilities of further industrial development in the West Indies and ways in which British interests can further it.

'Dollars on Your Doorstep'

'DOLLARS ON YOUR DOORSTEP' is the title of a brochure published by the Western Hemisphere Exports Council. According to Mr. Karl Finsterbusch, president of the American Chamber of Commerce in London: 'It should greatly aid the efforts of the Chamber's Trade Expansion Committee in its function to promote two-way trade between the United Kingdom and the USA. The Chamber therefore intends to lose no opportunity to call attention to the date supplied in the brochure concerning the American buying facilities available in Britain to interested parties.'

A list of buying offices for several hundred U.S. and Canadian stores situated in London is included in the brochure. Through these buying houses, states the booklet, the British manufacturer is in direct touch with his proposed customer in the United States or Canada. The London representatives are as interested in the supplier as he might well be in them. They have expert knowledge of local requirements and they are happy to place all their experience in the field of export-import at the disposal of their British contacts.

Copies of the brochure can be obtained from the Western Hemisphere Exports Council, 21 Tothill Street, London, S.W.1.

Appearances are sometimes deceptive . . . .

"A goodly apple rotten at the heart:
O, what a goodly outside falsehood hath!"

Merchant of Venice, Act 1. Sc. 3

An apple, apparently crisp, firm and in perfect condition, may prove, when it is cut open, to be rotten inside. Many a supplier has also found to his cost that a buyer, outwardly credit-worthy and a man of substance, is lacking in funds when the time comes for him to meet his accounts.

The fruit merchant, with his store of specialized knowledge and his years of experience, can usually pick out the poor fruit, despite its apparent perfection, and grade the remainder expertly according to quality. In the same way, the credit-insurer, equipped with specialized information and backed by years of practice at assessing credit-worthiness, can form, in most cases, an accurate opinion of any particular buyer.

Every Trade Indemnity policy-holder, besides enjoying protection against loss arising from the insolvency of his buyers, is able to call on an unparallelled fund of information and experience and make full use of the various ancillary services that go with his policy.

Write for a copy of our booklet
"HOW CREDIT INSURANCE CAN HELP YOU"

HEAD OFFICE: GARRARD HOUSE, 31/45 GRESHAM STREET, LONDON, E.C.2 Telephone: Metropolitan 8231/9

ALSO AT
Manor Buildings, 2 Manor Row, Bradford, 1 Telephone: Bradford 32484/5
16 Great North Road, Newcastle-upon-Tyne, 2 Telephone: Newcastle-upon-Tyne 27891
76 Cross Street, Manchester, 2 Telephone: Deansgate 3676/7
Beaufort House, 92/8 Newhall Street, Birmingham, 3 Telephone: Central 5658/9
44 Corn Street, Bristol, 1 Telephone: Bristol 28731
95 West Regent Street, Glasgow, C.2 Telephone: Douglas 7457

TRADE INDEMNITY COMPANY LIMITED

Underwriters of Credit Insurance for over 40 years

Trade and Financial Arrangements

United Kingdom and Roumania

QUOTA LISTS for the period October 1, 1961 to September 30, 1962 have now been agreed. They supersede the quotas for the period to September 30, 1961 which were extended on a proportionate basis for three months from October 1, 1961. Import licences issued against the extended quotas will be set against the new quotas.

The quota lists make provision for Roumanian purchases of some £5¼ million of British goods including complete factories, plant and machinery; chemicals and associated products such as paints, pigments and dyestuffs; rubber products; textiles and fibres and yarns both natural and man-made; iron and steel products; electrical and electronic equipment; motor vehicles; scientific and industrial instruments and foodstuffs. The quota lists also make provision for the British import of Roumanian goods to a value of about £4¾ million. This is additional to trade in goods which can, under British import licensing regulations, be imported from Roumania and other countries without a specific import licence.

Details of the quota lists are given below:

Roumanian Goods for Import into the United Kingdom During the Period October 1, 1961 to September 30, 1962

Item No.	Description	Value (£'000) or Quantity
1	Clover seeds (in accordance with United Kingdom Government quality standards)	100
2	Tobacco leaves	50
3	Meat	p.m.
4	Horsemeat (not for human consumption)	160
5	Meat products (ham, fat pork and bacon)	p.m.
6	Canned pork and beef	p.m.
7	Animal organs	p.m.
8	Salami	p.m.
9	Game and venison	p.m.
10	Poultry	p.m.
11	Fully-cooked poultry (including canned boneless poultry)	25
12	Rabbit meat	10
13	Fresh vegetables, excluding onions, garlic, potatoes and tomatoes	30
14	Onions and garlic (of which not more than £20,000 for onions of which no imports will be allowed between August 1 and November 30)	35
15	Fresh tomatoes	5
16	Tomato puree	40
17	Canned tomatoes	40
18	Canned vegetables (other than tomatoes) of which not more than £10,000 for peas, beans, and carrots	30
19	Dehydrated vegetables	20
20	Frozen vegetables (excluding peas)	5
21	Fresh fruit (of which not more than 60 tons for apples and pears of which not more than 15 tons to be imported between July 1 and December 31)	30
22	Grapes	30
23	Dried fruit	40
24	Fruit juices	20
25	Canned fruit (of which not more than £2,500 for strawberry, raspberry, apple and plum)	25
26	Frozen fruit	5
27	Fruit pulp, excluding pulp of strawberry and raspberry	400 tons
28	Jams and jellies	20
29	Wine	400
30	Other alcoholic beverages	50
31	Walnuts and walnut kernels	70
32	Sturgeon	10
33	Caviare and frogs' legs	20
34	Butter	300 tons
35	Honey	35
36	Dried mushrooms	20
37	Sugar confectionery	15
38	Mineral waters	10
39	Cheese	25
40	Beech cases and parts	100
41	Softwood cases and parts	p.m.
42	Prefabricated timber houses	85
43	Wooden barrels and parts	50
44	Wooden furniture and parts	150
45	Wicker-work furniture	10
46	Bentwood chairs and parts	100
47	Wooden school requisites (other than pencils)	20
48	Wooden sports goods (other than fishing tackle)	5
49	Wooden boats	5
50	Wooden lasts and shoe trees	5
51	Wooden musical instruments	10
52	Domestic woodware including toothpicks	10
53	Beech dowels	5
54	Wooden articles for the textile industry	10
55	Chipboard	150
56	School exercise books	5
57	Cardboard boxes, labels, stationery, paper bags	15
58	Paper and paper board manufactures not elsewhere specified	100
59	Bleached cellulose made of rush	300
60	Calcium carbide	300
61	Chemicals (subject to type)	100
62	Pharmaceutical chemicals (subject to type)	120
63	Toilet preparations	20
64	Tractors	50
65	Oil drilling equipment	100
66	Machine tools	20
67	Electric motors of 1 to 500 kilowatts	100
68	Electric wires and cables	10
69	Aluminium oxide	60
70	Marble	20
71	Mechanically drawn window glass	50
72	Domestic glassware (of which not more than £10,000 for cut and decorated glassware)	30
73	Kerosene cooking stoves	10
74	Hurricane lamps	10
75	Cotton and man-made fibre fabrics (of which not more than £30,000 for cotton)	40
76	Silk fabrics	5
77	Hosiery and knitwear (other than socks, stockings and gloves)	40
78	Other clothing, excluding fur clothing and clothing containing lace or lace net (of which not more than £20,000 for leather clothing)	40
79	Flax and hemp manufactures (of which not more than £10,000 for linen)	20
80	Footwear, with uppers of leather	200
81	Brushes and other articles made of animal hair	10
82	Cement	200
83	Carpets and rugs (of which not more than £30,000 for carpets of a c.i.f. value of less than £5 per square yard)	200
84	Handicrafts (textiles other than clothing)	20
85	Handicrafts (wooden and ceramic)	5
86	Toys	20
87	Christmas tree decorations	5
88	Leather articles	15
89	Shopping bags, baskets and other articles of vegetable fibres, plastic and other plaiting materials (of which not more than £1,500 for willow, cane and wicker)	50
90	Books and periodicals	20
91	Films	20
92	Miscellaneous goods, including, but not limited to: Musical scores; Records and magnetic tape (classical symphonic music, Roumanian folk music); Stamps; Pictures and prints	110

p.m. = pro memoria (to be borne in mind)

United Kingdom Goods for Import into Roumania During the Period October 1, 1961 to September 30, 1962

Item No.	Description	Value £'000
1	Pedigree livestock	30
2	Dairy products, including nisin	5
3	Fish of all descriptions, fresh, frozen, salted or smoked	50
4	Miscellaneous foodstuffs of United Kingdom origin or manufacture (including but not limited to, coffee extracts and essences and chocolate)	30
5	Whisky and other potable spirits	15
6	Wool tops, noils and waste	500
7	Cod liver oil	15
8	Vegetable oils	p.m.
9	Essential oils and flavouring essences	10
10	Toilet preparations and aromatic materials	5
11	Chemicals, including but not limited to phenol, pharmaceutical chemicals and goods (including dressings), dyestuffs, paints and pigments, enamel colours for glass and pottery, liquid gold, liquid platinum and lustres, gelatine, glue and size, plastic materials (including sheeting and transparent cellulose film), catalysts, fatty alcohols, stearine, oleine and other fatty acids, 85% magnesia or calcium silicate insulation, nickel compounds and lead alkyl compounds	400
12	Leather, and dressed furs and manufactures thereof (other than clothing)	15
13	Rubber products, including but not limited to, tyres and tubes, covered and uncovered rubber thread, synthetic rubber, and surgical rubber goods	100
14	Veneers of exotic woods	5
15	Wool yarns	25
16	Woollen piece-goods	50
17	Cotton yarns and cotton and man-made fibre piece-goods	50
18	Man-made fibres	100
19	Man-made fibre yarns and threads, including non-tarnishing metallic yarns	50
20	Linen and silk yarns and threads and manufactures thereof	p.m.
21	Lace and lace net	5
22	Leathercloth and table oil baize	p.m.
23	Cordage, cables, ropes and twine	40
24	Nets and netting	p.m.
25	Tyre cord	50
26	Refractory materials, not elsewhere specified, including refractory construction materials	5
27	Electric carbons	5
28	Asbestos manufactures (excluding asbestos cement goods and brake and clutch linings)	40
29	Crucibles	10
30	Abrasives of all kinds, including those used for glass grinding	5
31	Aluminium foil	10

(Continued on next page)

Trade and Financial Arrangements *(Continued)*

Item No.	Description	Value £'000
32	Semi-fabricated non-ferrous metals, not elsewhere specified, including aluminium blocks	40
33	Safety razors and safety razor blades	10
34	Chains and chain cable	p.m.
35	Resistance welding and brazing alloys	5
36	Engineers' small tools	15
37	Factories, plants, machinery, including but not limited to, machine tools, contractors' plant, printing and allied machinery and equipment (including engraving plates therefor), glass working machinery, brick, tile and pottery machinery, boot and shoe, leatherworking and tanning machinery, pulp and papermaking machinery, textile machinery including sewing machines, chemical and oil refining plant, plastic and rubber working machinery, food and drink preparing machinery, packaging machinery, mechanical handling equipment, heavy electrical equipment and office machinery including data processing equipment	2,800
38	Iron and steel (including pipes and tubes, plates, sheet, tinplate, reinforcing bars, drawn high-speed steel, soft black steel wire, cold-rolled strip)	150
39	Internal combustion engines (excluding those for motor vehicles), engine driven generating sets, pumps and compressors and valves therefor	p.m.
40	Agricultural machinery, including tractors and horticultural machinery	30
41	Radar and radio equipment including valves and components and tape recording equipment	50
42	Electro medical apparatus and X-ray equipment	10
43	Portable power tools	5
44	Electric cables, wires, strips and strands	100
45	Electric railway locomotives	p.m.
46	Motor cars, commercial vehicles and automotive internal combustion engines and parts and accessories therefor	100
47	Aircraft, aero-engines and aircraft equipment	p.m.
48	Clothing (including knitwear), headwear and footwear	25
49	Scientific and industrial instruments, gauges and measuring instruments, ophthalmic and optical goods, photographic and cinematographic equipment, medical, surgical, dental and veterinary instruments, equipment and appliances and other dental goods (including artificial teeth); and hearing aids	100
50	Photographic sensitized material and photographic chemicals packed for retail trade	p.m.
51	Exposed cinematograph film	20
52	Books and periodicals	20
53	Miscellaneous goods, including but not limited to: Gramophone records, both for teaching and for entertainment, recording tapes and recording blanks; Musical instruments and pianos; Sports goods, toys and games; Lanolin; Stationery and office requisites; Pictures and prints; Artists' colours; Various papers; Bicycles, motor cycles and parts therefor; Clocks and watches; Polishes; Domestic electrical appliances; Self-adhesive tapes; High purity metals and spectrographically standardized substances	135

p.m. = *pro memoria (to be borne in mind).*

France and Switzerland

BY AN EXCHANGE of letters dated December 14, 1961, the trade agreement between France and Switzerland of October 29, 1955, has been extended for a further period of one year with effect from January 1, 1962.

The revised quota lists fixed for 1962 between Switzerland on the one hand and France, certain African States and the Malagasy Republic, members of the franc zone, on the other, were published in the French *Moniteur Officiel du Commerce International* of December 20, 1961.

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, London, W.C.1.

France and Eastern Germany

THE FRENCH *Moniteur Officiel du Commerce International* of December 30, 1961, published the extension of the trade agreement between France and Eastern Germany of March 31, 1958, for a further period of one year from January 1 to December 31, 1962.

Lists of goods to be exchanged between the two countries remain unchanged.

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, London, W.C.1.

Brazil and Czechoslovakia

THE BRAZILIAN Congress, by Legislative Decree No. 17, approved on December 15, 1961, has ratified the Trade and Payments Agreement between Brazil and Czechoslovakia signed in Rio de Janeiro in June, 1960 (see *Board of Trade Journal* of September 9, 1960, page 589).

Tunisia and Libya

THE TUNISIAN *Journal Officiel* of October 24, 1961, published the text of a new trade agreement between Tunisia and Libya signed in Tripoli on June 14, 1961. The agreement is valid for one year from July 1, 1961, to June 30, 1962.

Libyan exports to Tunisia will include wool, camel and goat hair, henna, castor oil and castor oil seed, cane for basketware, sponges, dates, olives, salted offal, petroleum products and mineral waters.

Tunisian exports to Libya will include olive oil, almonds, liqueurs and wines, perfume, soap, various preserved foodstuffs, dried vegetables, dates (not glace), various fruit, tanning products, furniture and household articles, chechias, clothing and blankets, cement, phosphates, olive-oil cake for soap-making, carpets, forged iron products, footwear, aluminium, plastic goods, worked glass and mineral waters.

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, W.C.1.

Greece and Morocco

IT HAS BEEN announced that a Trade Agreement between Greece and Morocco was signed in Athens on November 1, 1961.

The agreement is for one year from the date of signature and is automatically renewable thereafter. It provides for the export by Greece to Morocco of dried raisins, mastic, oil stoves and heaters, domestic electrical appliances, nylon yarn, tobacco, cigarettes, agricultural machinery, and other products, and for the export by Morocco to Greece of perfumery, seeds, Moroccan wine, refractory bricks, anthracite, okoume veneers, and other goods.

The official French text of the agreement and its annexed quota lists is available at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Extn. 387.)

Greek exports to Morocco in 1960 amounted to £19,000 and Moroccan exports to Greece to £120,000.

Italy and Albania

A TRADE AGREEMENT was signed in Rome on December 6, 1961, setting up long-term commercial exchanges between the two countries covering a three-year period from January 1, 1962, to December 31, 1964. In addition, a protocol was signed establishing new quota lists replacing those annexed to the Protocol of June 28, 1960, and valid up to December 31, 1962. These quota lists can be reviewed at the end of each year that the three-year agreement remains in force by an *ad hoc* Commission set up at the request of either party to the agreement.

All inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room 724, Lacon House, Theobald Road, London, W.C.1. (Telephone: Chancery 4411, Extensions 340, 345), quoting reference C.R.E. 2922/G).

France and the Republic of South Africa

THE FRENCH *Moniteur Officiel du Commerce International* of December 30, 1961, published details of a commercial arrangement dated December 20, 1961, between France and the Republic of South Africa valid for one year from January 1 to December 31, 1962.

South African exports to France will include combed wool, fruit preserves, fruit juices, dried and fresh fruit and confectionery.

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, W.C.1.

Japan and Argentina

A TREATY of Friendship, Commerce and Navigation between Japan and the Argentine Republic was signed in Tokyo on December 20, 1961. The Treaty, which replaces an earlier one signed in 1898, provides for most-favoured-nation treatment by each country of the other's nationals in respect of entry, sojourn, travel, residence, protection of life and property, legal rights, payments, taxation, customs duties, import and export procedures, and treatment of merchant vessels. The Treaty will come into force a month after exchange of instruments of ratification. It will remain effective for five years and continue thereafter unless terminated by a year's written notice.

Trade and Financial Arrangements (*Continued*)

Norway and the U.S.S.R.

A NEW three year trade agreement between Norway and the U.S.S.R. was signed in Moscow on December 19, 1961. The agreement which came into force on January 1, 1962, is valid until December 31, 1964.

The list of goods for export from Norway to the Soviet Union includes frozen fish, hardened fats, cellulose, chemical products, magnesium metal and rolling mill products.

The list of goods for export from the Soviet Union to Norway includes machinery and accessories, cars, petroleum products, manganese and chrome ores, raw phosphates, cellulose timber and grain and expellers.

British Commercial Representatives Overseas

Tanganyika

MR. H. D. G. COLLINGS, who is at present serving as a Principal with the Board of Trade in London, has been appointed to take charge of the British Trade Commission Office, Dar-es-Salaam, and to be Economic Adviser to the British High Commissioner in Tanganyika. Mr. Collings, who has previously served with the Trade Commission in Pakistan, will take up duty at Dar-es-Salaam this month. His name should therefore be added to the list of British Commercial Representatives Overseas which was published in the *Board of Trade Journal* of January 19, 1962.

The Trade Commission Office in Tanganyika was opened on December 1, 1961.

Nigeria

MR. J. R. BOLTON who was formerly an Assistant British Trade Commissioner at Johannesburg, is taking up duty as British Trade Commissioner at Ibadan. He replaces Mr. B. C. Harries who is being transferred to Montreal.

Mr. G. J. Swaffield, who has been serving as an Assistant British Trade Commissioner in Vancouver, will shortly be taking up duty as British Trade Commissioner at Kaduna. He replaces Mr. J. H. Walsh who has been transferred to Enugu.

Malaya, Singapore and Borneo

MR. J. R. CROSS, at present serving as the British Trade Commissioner for Manitoba and Saskatchewan, will be taking up duty on promotion as the Senior British Trade Commissioner in the Federation of Malaya, in Singapore and in the Borneo territories towards the end of April 1962. He will succeed Mr. H. W. Woodruff who has been transferred to Canberra.

Change of Address

Halifax, Nova Scotia

The postal address of the Office of the British Trade Commission has been changed and the new address is as follows:

The British Trade Commissioner, 5425 Spring Garden Road, Halifax, Nova Scotia.

Houston, United States

From February 1, 1962, the new address of the British Consulate-General in Houston will be:

1005 World Trade Center, 1520 Texas Avenue, Houston 2,Texas. (*Telegrams: FAirfax* 3-0154.)

British Manufacturers' and Representatives' Association

THE CORRECT address of the British Manufacturers' and Representatives' Association in South Africa is as follows:

Johannesburg

701/703 Southern House, Corner Fox and Rissik Streets, P.O. Box 3264 Johannesburg. Telegraphic Address: *Union, Johannesburg.*

Cape Town

Barclays Bank Building, Adderley Street, P.O. Box 845, Cape Town. Telegraphic Address: *Union, Cape Town.*

The list published in the *Board of Trade Journal* on January 12, 1962 (page 51) should be amended accordingly.

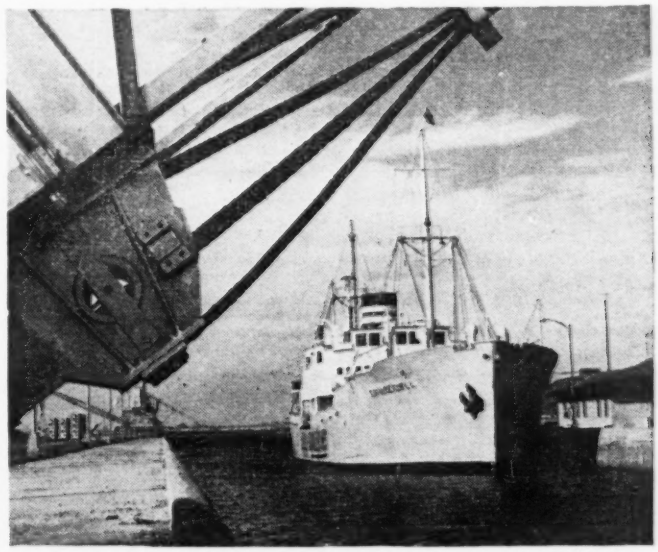
'Hints to Business Men' Series

REVISED EDITIONS of the booklets on Equatorial Africa, Hungary, Korea, and Pakistan, have been published in the series of 'Hints to Business Men.'

United Kingdom business men who intend visiting those countries on export business can obtain copies of the booklets on application to the Directories and Notices Section, Room 0348, Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2928.)

A new weekly journal, "European Chemical News", was published by Temple Press Limited, Bowling Green Lane, London, E.C.1 on January 19. This is a news journal, concentrating mainly on the European scene and covering concisely markets and finance, company developments, technology and research. Price 1s.

TRADE VIA THE GREAT LAKES



Merchant shipping on the St. Lawrence Seaway, which gives direct access to Chicago, Detroit, and other industrial ports in the Great Lakes.

BRAND NEW BALL & ROLLER BEARINGS
OVER 5,000,000 IN STOCK IN MORE THAN 5,000 TYPES

THE WORLD'S LARGEST SELECTION OF BRITISH, AMERICAN & CONTINENTAL BEARINGS IN ALL TYPES & SIZES
Immediate Delivery from Stock • Keenest Prices
EXPORTERS TO ALL PARTS OF THE WORLD

CLAUDE RYE BEARINGS
895-921 FULHAM ROAD, LONDON, S.W.6
RENOWN 6174 (EXT. 24)
Cables: RYBEARINGS, LONDON, TELEX 23453

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room 614, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 778.) Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

General (Inquiries by telephone: Chancery 4411, Ext. 738 and 771).

ARGENTINA

Economic Study for Direccion General de Fabricaciones Militares (Further Information). Closing date postponed to April 17. E.S.B. 39640/61.
Drinking Water Supply System for the Ministry of Works. February 19. E.S.B. 2390/62.
Wheel Rim Alignment Machines for the Argentine State Railways (Further Information). Tender now modified and closing date extended to March 12. E.S.B. 20500/61.*

AUSTRALIA

Gas Plant for the Armidale City Council. March 9. E.S.B. 2592/62.
Switchgear for Melbourne City Council. March 19. E.S.B. 2326/62.
Diesel Alternators and Control Cubicles for Postmaster-General's Dept. March 27. E.S.B. 2325/62.
Engineer Constructor for The State Electricity Commission of Queensland (Further Information). Tender documents now available for loan. E.S.B. 38574/61.*
Oil Treatment Plant for State Electricity Commission of Victoria. February 26. E.S.B. 2980/62.*
Radio Communication Equipment for Cairns Regional Electricity Board. February 20. E.S.B. 2333/62.

BOLIVIA

Electrical Equipment for Bolivian Development Corporation. Closing date not known. E.S.B. 2378/62.

BURMA

Manual Branch Exchanges for Director-General, Posts and Telegraphs. February 13. E.S.B. 2573/62.*

Union of Burma Purchase Board:

Welding Materials. February 13. E.S.B. 2385/62.*
Cable. February 13. E.S.B. 2388/62.*
Paint and Varnish. February 13. E.S.B. 2572/62.*
Motor Vehicles. February 20. E.S.B. 2570/62.*
Plumbers Hardware. February 13. E.S.B. 2571/62.*
Diesel Tippers. February 20. E.S.B. 2569/62.*
Diesel Road Roller. February 20. E.S.B. 2568/62.*

CEYLON

Handloom Accessories for Ministry of Industries, Home and Cultural Affairs. February 12. E.S.B. 629/62.*

CHILE

Fire Fighting Equipment for La Corporation de Fomento de la Produccion. March 19. E.S.B. 2634/62.*
Office Materials for Direccion General de Aprovisionamiento del Estado. March 6. E.S.B. 2587/62.*

EGYPT

Paint for Ways and Bridges Administration. February 21. E.S.B. 2334/62.*
Chemical Plant for Al Nasr Company. Closing date postponed to March 1. Reference E.S.B. 33704/61.
Telephone Cable for Misr Fine Cotton Spinning and Weaving Co. February 27. E.S.B. 2335/62.*
High-Speed Steel Chasers for Egyptian Railways. February 27. E.S.B. 2315/62.

Suez Canal Authority:

Rotary Wharf Cranes (Further Information). Closing date postponed to February 14. E.S.B. 35783/61.
Winding Machinery: Electric Drying Furnaces. February 19. E.S.B. 2336/62.*
Cranes. March 12. E.S.B. 2337/62.*

FORMOSA

Central Trust of China:

Beer Cooler. February 13. E.S.B. 2913/62.*
Transformers. February 28. E.S.B. 2969/62.*
Welded Steel Casing. February 28. E.S.B. 2971/62.*
Pumps. February 26. E.S.B. 2970/62.*
Pipe and Pipefittings. February 12. E.S.B. 2909/62.*
Hydraulic Compressors (Further Information). Closing date now February 12. E.S.B. 36070/61.
Cotter Pins, Screws and Washers. February 14. E.S.B. 2912/62.*
Lift. February 13. E.S.B. 2915/62.*
P.H. Meter. February 13. E.S.B. 2911/62.*
Filtration Control Plant. February 14. E.S.B. 2358/62.*

FRANCE

Typewriters for Director of Administration and Personnel N.A.T.O. February 12. E.S.B. 2372/62.*

N.A.T.O. Infrastructure Contract: Construction of a connecting pipeline to an airfield for the French Authorities. Apply by February 28. G.D. 2776/61 (58).

GREECE

Water Treatment Products for Hellenic State Railways. February 13. E.S.B. 2328/62.*

Ministry of Trade:

Geological Intruments and Apparatus. February 15. E.S.B. 2904/62.*
Calculating Machines (Further Information). E.S.B. 36098/61.*
Oils and Greases. March 1. E.S.B. 2393/62.*
Drilling Equipment. February 20. E.S.B. 2391/62.*
Laboratory Equipment (Further Information). Closing date postponed to February 13. E.S.B. 15854/61.

INDIA

Steel Wire Rope for Kerala State Electricity Board. February 28. E.S.B. 689/62.*
Chemical Plant for Bihar State Industrial Development Corpn. Ltd., March 15. E.S.B. 2936/62.
Electric Cables for Madras State Electricity Board. February 27. E.S.B. 2952/62.*
Railway Signalling Equipment for Eastern Railway (Further Information). Tender documents now available for loan. E.S.B. 37906/61.*
Acid Cleaning Equipment for Atomic Energy Establishment, Trombay. February 20. E.S.B. 2590/62.
Cable for Delhi Electric Supply Undertaking. February 26. E.S.B. 2373/62.
Electrical Equipment for Government of Orissa Electricity Dept. March 31. E.S.B. 2955/62.
Electrical Equipment for Assam State Electricity Board. March 13. E.S.B. 2935/62.
Cranes for Stores Purchase Committee. February 12. E.S.B. 2954/62.
Overhead Travelling Cranes for Indian Railways. April 16. E.S.B. 2550/62.

Indian Supply Mission:

Line Equipment. February 27. E.S.B. 2934/62/DLF.
Pumps. February 23. E.S.B. 2341/62/DLF.

National Small Industries Corporation:

Plastics Machinery. February 15. E.S.B. 2343/62/DLF.
Drill Fashioning Machinery. February 15. E.S.B. 2344/62/DLF.

National Coal Development Corpn. Ltd.:

Cable. February 23. E.S.B. 2937/62.*
Wheelabrator Swing Table. March 24. E.S.B. 782/62.*

Mysore State Electricity Board:

Switches. March 5. E.S.B. 2956/62.*
H.T. Protective Equipment. March 5. E.S.B. 2955/62.*
Cut-Outs. February 26. E.S.B. 2958/62.*
Transformers. February 19. E.S.B. 2957/62.*

Punjab State Electricity Board:

Meters (Power Transmission). March 12. E.S.B. 2548/62.
Time Switches. March 20. E.S.B. 2549/62.
Earthing Sets (Power Transmission). April 9. E.S.B. 2546/62.
Meters (Power Transmission). March 5. E.S.B. 2547/62.
Switch Fuse Units. February 17. E.S.B. 2540/62.
Disc Insulators. March 19. E.S.B. 2541/62.
Pin Insulators. March 7. E.S.B. 2542/62.
Insulators. March 7. E.S.B. 2543/62.
Wooden Cross-Arms (Power Transmission). February 15. E.S.B. 2544/62.
Power Transmission Equipment. March 29. E.S.B. 2545/62.

IRAN

Jute Cloth for The Iranian Food and Chemical Company. The call for tender has now been repeated, closing date being March 6. E.S.B. 35134/61.
Cellulosic Tear Tape for Iranian Tobacco Monopoly Institute. March 3. E.S.B. 2356/62.*

IRAQ

The Dairy Administration:

Bottles. Closing date not known. E.S.B. 797/62.
Reagents. Closing date not known. E.S.B. 2304/62.

Iraqi Ports Administration – Basrah:

Pig Iron. February 28. E.S.B. 784/62.
Domestic Refrigerators. February 28. E.S.B. 785/62.
Air Conditioning Unit. February 21. E.S.B. 793/62.

Central Foreign Purchasing Board:

Laboratory Equipment. March 4. E.S.B. 800/62.
Beacons: Teleprinter Concentrator. March 4. E.S.B. 2303/62.

IRISH REPUBLIC

Sewage Plant for Galway County Council. February 26. E.S.B. 2340/62.

JAPAN

Construction of Expressway for Highway Public Corporation. Closing date 'P' Project March 5. 'Q' Project March 6. E.S.B. 697/62.

KUWAIT

Department of Electricity, Water and Gas:

Timber and Hardboard. February 18. E.S.B. 2520/62.*
Filing Machine with Accessories. February 18. E.S.B. 2521/62.*
Switches and Switch-Fuses. February 14. E.S.B. 2522/62.*
Transformers. February 28. E.S.B. 2525/62.*
Liquid Chlorine. February 21. E.S.B. 2523/62.*
Steel Plates. February 21. E.S.B. 2524/62.*

(*Continued on next page*)

Information for U.K. Exporters (*Continued*)

LEBANON

Water Treatment Equipment for Direction Generale de l'Office d' Electricite. February 14. E.S.B. 2566/62.
City Cleaning; Garbage Destruction for Municipalite de Beyrouth. March 20. E.S.B. 2360/62.*

MALAYA

Public Works Department:
Granulators, Plate Apron Feeder, Belt Conveyors. February 14. E.S.B. 2563/62.
Generators and Pumps. March 10. E.S.B. 2517/62.

NETHERLANDS

Director of Waterways:
Construction of Dyke Sector. February 21. E.S.B. 2370/62.
Construction Project. February 20. E.S.B. 2371/62.

NEW ZEALAND

Street Lighting Lanterns for Dunedin City Corporation. April 13. E.S.B. 2366/62.*
Circuit Breakers for Electricity Department. April 17. E.S.B. 798/62.*

PAKISTAN

Directorate of Supply, Dacca
Mobile Field Service Unit. February 21. E.S.B. 2374/62.*
Chemicals. March 2. E.S.B. 2377/62.*

Department of Supply and Development:
Pumps. February 27. E.S.B. 2398/62/AID.
Cement. February 20. E.S.B. 2399/62.
Motor Vehicles (Further Information). Closing date extended to February 20. E.S.B. 653/62.

Posts and Telegraphs Dept.:
Communications Equipment (Further Information. Tender documents now available for loan. E.S.B. 591/62.*
Radio Telephone Apparatus (Further Information). Tender documents now available for loan. E.S.B. 592/62.*
Voltage Regulators (Further Information). Tender documents now available for loan. E.S.B. 589/62.*
I.S.B. Receivers (Further Information). Tender documents now available for loan. E.S.B. 590/62.*
Electrical Measuring Instruments. February 27. E.S.B. 2558/62.
Radio Telephone Equipment (Further Information). Closing date postponed to February 28. E.S.B. 38213/61.
Condensers, Lightning discharger, Post Office Detectors. February 27. E.S.B. 2559/62.
Radio Testing Equipment. February 26. E.S.B. 2375/62.

POLAND

Transformers for The Polish Foreign Trade Co. February 20. E.S.B. 2367/62.*

PORTUGUESE EAST AFRICA

Ports, Railways and Transport Dept.:
Typographic Equipment. February 16. E.S.B. 2948/62.
Aircraft Spare Parts. March 5. E.S.B. 2950/62.
Switchboards. March 16. E.S.B. 2949/62.
Telephonic and Telegraphic Communication System. April 4. Press Cutting (in Portuguese) available for loan. E.S.B. 696/62.
Steel Wire Rope. February 28. Press Cutting (in Portuguese) available for loan. E.S.B. 698/62.
Electrical Material. March 19. Press announcement in Portuguese available for loan. E.S.B. 2947/62.

PORTUGUESE WEST AFRICA

Crane for The Port Authorities of Luanda. Closing date postponed to February 15. 36960/61.

RHODESIA AND NYASALAND

Socks and Stockings for Federal Tender Board. February 16. E.S.B. 2280/62.*
Catering Equipment for Northern Rhodesia Central Supply and Tender Board. February 16. E.S.B. 2368/62.*

SOUTH AFRICA

Plastic Book-Covers for City of Johannesburg, City Treasurer's Dept. February 20. E.S.B. 2597/62.*

South African Railways:
Carriage Fittings. February 16. E.S.B. 687/62.*
Condenser Elements. February 23. E.S.B. 2599/62.*

State Tender Board:
Hospital Equipment. February 16. E.S.B. 2598/62.*
Airfield Lighting Equipment. February 28. E.S.B. 2600/62.*

SOUTH VIETNAM

Central Purchasing Authority:
Beacon Light. February 16. Tender documents (in French) available for loan. E.S.B. 2307/62.*
Radio Equipment. February 16. Tender documents (in French) available for loan. E.S.B. 2308/62.*
Films: Developing Materials. February 16. Tender documents (in French) available for loan. E.S.B. 2309/62.*

SUDAN

Trailers for Sudan Gezira Board. March 26. E.S.B. 2575/62.*

Department of Posts and Telegraphs:
Telephone Exchanges. March 12. E.S.B. 2588/62.*
Telephone Equipment. March 15. E.S.B. 2595/62.*
Telephones. March 17. E.S.B. 2594/62.*

Central Electricity and Water Administration:
Cast Iron Pipes. March 3. E.S.B. 2584/62.
Disc Valves. March 3. E.S.B. 2586/62.
Valves. March 3. E.S.B. 2585/62.

Sudan Railways:
Electrical Equipment. February 27. E.S.B. 694/62.
Cattle Trucks (Further Information). Tender documents now available for loan. E.S.B. 250/62.
Short Lift Jacks. March 13. E.S.B. 2938/62.
Electrical Equipment (Further Information). Tender documents now available for loan. E.S.B. 694/62.*
Grinding Machines. March 1. E.S.B. 2574/62.*
Distribution Switchboard. March 5. E.S.B. 2941/62.
Pump. March 12. E.S.B. 2940/62.
Jacks. March 15. E.S.B. 2939/62.

TANGANYIKA

Pipes for Central Tender Board. March 30. E.S.B. 2396/62.*

THAILAND

Mechanical Scrubber for The Airfield Construction Department. February 12. E.S.B. 2328/62.*
Aluminium Alloy for The Directorate of Air Engineering. March 2. E.S.B. 2533/62.*
Aluminium Foil for Thailand Tobacco Monopoly. February 15. E.S.B. 2527/62.
Elevators for Royal Irrigation Dept. (Further Information). Closing date now February 27. E.S.B. 33732/61.

State Railways:
Paint. February 12. E.S.B. 2536/62.
Lead Acid Batteries. February 15. E.S.B. 2531/62.*
Cable. February 12. E.S.B. 2530/62.

TRINIDAD

Surgical Instruments and Appliances for the Ministry of Health and Housing. February 12. E.S.B. 2908/62.*
Radiotelephone Equipment for Trinidad and Tobago Electricity Commission. February 19. E.S.B. 2551/62.*

TURKEY

Electrical Equipment for Etibank, General Management, Electrical Dept. February 12. E.S.B. 2345/62/DLF.

The Istanbul Municipality Electric Tramway and Tunnel:
Electrical Equipment. February 21. E.S.B. 2348/62.
Electrical Equipment. February 21. E.S.B. 2347/62.
Electric Meters. February 21. E.S.B. 2350/62.
Vacuum Oil Purifiers. February 21. E.S.B. 2351/62.
Hot Line Tools. February 21. E.S.B. 2349/62.

U.S.A.

Transformers for Bureau of Reclamation. February 14. E.S.B. 2973/62.*

URUGUAY

Teleprinters for Direccion General de Telecomunicaciones. March 16. Tender documents available (in Spanish). E.S.B. 2506/62.*

Administration de Ferrocarriles del Estado:
Ironmongery. February 27. Tender documents (in Spanish) available for loan. E.S.B. 2953/62.*
Fishplates. March 15. Tender documents (in Spanish) available for loan. E.S.B. 2959/62.*

Administracion de las Obras Sanitarias del Estado:
Packing and Jointing Materials. March 16. E.S.B. 2965/62.*
Galvanized Steel Piping: Brass Accessories. February 28. E.S.B. 2964/62.*
Water Supply Equipment. April 24. E.S.B. 2960/62.*

Administracion Nacional de Combustibles Alcohol y Portland:
Rubber Hoses. February 28. Tender documents (in Spanish) available for loan. E.S.B. 2962/62.*
Tippers: Tractor. February 22. Tender documents available (in Spanish). E.S.B. 2305/62.*
Ethyl Alcohol. February 27. Tender documents (in Spanish) available for loan. E.S.B. 2961/62.*

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1 on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Australia
Agency inquiry for canned fish. (E.S.B. 2458/62.)
Inquiry for tools; hardware. (E.S.B. 2022/62.)
Manufacture under licence – vehicle servicing equipment. (E.S.B. 2202/62.)
Temporary duties. (C.R.E. 845/62.)

Bahrain
Inquiry for welding machines; lathes. (E.S.B. 2279/62.)

British Eastern Caribbean
Economic report, October-December, 1961. (C.R.E. 4000/G.)

Canada
Federal Government Contracts. (E.S.B. 2676/62.)

Ceylon
Inquiry for machinery and plant. (E.S.B. 38662/61.)
Inquiry for machine tools; brass sheet, rod and wire; steel rod. (E.S.B. 38640/61.)
Inquiry for machinery and plant. (E.S.B. 2028/62.)

(*Continued on next page*)

Information for U.K. Exporters (*Continued*)

Chile
Economic report, October-December 1961. (C.R.E. 216/61.)

Colombia
Economic report, October-December 1961. (C.R.E. 2478/2G.)

Dominican Republic
Economic report for 1961. (C.R.E. 887/G.)

Ecuador
Construction of offices and building. (C.R.E. 270/62.)

Ethiopia
Agency inquiry for pharmaceuticals; cosmetics. (E.S.B. 36488/61.)

Fiji
Agency inquiry for textiles; footwear; foodstuffs; tyres; hardware; stationery. (E.S.B. 36288/61.)

Finland
Agency inquiry for radio sets; tape recorders; background music equipment; vending machines. (E.S.B. 2121/62.)
Agency inquiry for textile linings. (E.S.B. 2173/62.)

France
Agency inquiry for men's cotton underwear. (E.S.B. 2000/62.)
Agency inquiry for confectionery; biscuits. (E.S.B. 2790/62.)
Agency inquiry for textile machine accessories. (E.S.B. 2402/62.)

France/Eastern Germany
Trade Agreement. (C.R.E. 4033/G.)

France/Poland
Trade Agreement. (C.R.E. 13362/56.)

Germany
Agency inquiry for carpets. (E.S.B. 2739/62.)
Inquiry for condenser cases. (E.S.B. 39079/61.)
Economic report, January 15-21, 1962. (C.R.E. 1479/G.)

Greece
Economic report, December 1961. (C.R.E. 4828/G.)

Iran
Agency inquiry for diesel engines; pumps. (E.S.B. 2764/62.)
Market report on office machinery and stationery. (E.S.B. 35394/61.)
Economic report, December 1961. (C.R.E. 3562/G.)

Israel
Agency inquiry for carpet wools; weaving yarns. (E.S.B. 2735/62.)
Inquiry for machine tools; road construction equipment; concrete mixers. (E.S.B. 2731/62.)
Collaboration – foundry plant and equipment. (E.S.B. 1957/62.)

Italy
Agency inquiry for steel. (E.S.B. 1932/62.)
Agency inquiry for Christmas decorations; stationers novelties; toys and games. (E.S.B. 2157/62.)
Agency inquiry for hospital and medical equipment. (E.S.B. 2026/62.)
Inquiry for iron rod. (E.S.B. 1895/62.)
Increasing demand for consumer goods (E.S.B. 2198/62.)

Italy/Albania
Trade Agreement. (C.R.E. 2922/G.)

Jordan
Inquiry for woodworking machinery and plant. (E.S.B. 1313/62.)

Kuwait
Economic report, October-December 1961. (C.R.E. 3193/G.)

Lebanon
Agency inquiry for laminated plastics and adhesives; blankets; babies and children's clothing. (E.S.B. 2252/62.)
Agency inquiry for educational materials. (E.S.B. 1980/62.)

Libya
Economic report, July-December 1961. (C.R.E. 3814/G.)

Morocco
Market report on agricultural machinery. (E.S.B. 37097/61.)

Morocco/Bulgaria
Trade Agreement. (C.R.E. 8669/57.)

Muscat/Oman
Economic report for 1961. (C.R.E. 4823/G.)

Netherlands
Inquiry for stainless steel; spring steel; wire; aluminium. (E.S.B. 2404/62.)

Nicaragua
Economic report for 1961. (C.R.E. 4037/G.)

Nigeria
Inquiry for pharmaceuticals; scientific instruments; laboratory equipment. (E.S.B. 39187/61.)

Pakistan
Inquiry for components for electrical appliances; switches; wire. (E.S.B. 39520/61.)

Peru
Inquiry for pumps; piping; radiography units; mobile clinics. (E.S.B. 2035/62.)
Economic report, November 1961. (C.R.E. 217/61.)

Philippines
Economic report, December 1961. (C.R.E. 637/61.)

Qatar
Economic report, October-December 1961. (C.R.E. 4616/G.)

Rhodesia and Nyasaland
Agency inquiry for handbags. (E.S.B. 1688/62.)

Singapore
Agency inquiry for television accessories. (E.S.B. 2143/62.)
Industrial Development. (E.S.B. 2447/62.)

South Africa
Inquiry for crane weighing machines. (E.S.B. 2401/62.)

South Korea
Economic report, July-September 1961. (C.R.E. 196/59.)

Sweden
Market report on man-made fibre fabrics. (E.S.B. 34156/61.)
Economic report, December 1961. (C.R.E. 1927/61.)

Switzerland
Agency inquiry for cranes; lathes; measuring instruments; steel tubing. (E.S.B. 2239/62.)
Agency inquiry for pneumatic tools and equipment. (E.S.B. 1999/62.)
Inquiry for furniture. (E.S.B. 1311/62.)
Inquiry for oxygen distillation plant. (E.S.B. 2672/62.)

Syrian Arab Republic
Economic report, October-December 1961. (C.R.E. 4529/61.)

Tanganyika
Inquiry for hospital equipment. (E.S.B. 2130/62.)

Thailand
Economic report, December 1961. (C.R.E. 2653/60.)

Tunisia/Libya
Trade Agreement. (C.R.E. 4735/G.)

Tunisia/Sweden
Trade Agreement. (C.R.E. 3822/G.)

Turkey
Some aspects of the import market. (E.S.B. 1990/62.)

United States of America
Agency inquiry for bearings; power transmission equipment, conveyor belts. (E.S.B. 2014/62.)
Agency inquiry for scientific instruments. (E.S.B. 1915/62.)
Inquiry for clock movements and accessories; tools for clock repairing trade. (E.S.B. 2628/62.)
Inquiry for zinc oxide. (E.S.B. 2093/62.)
Inquiry for silverware. (E.S.B. 2605/62.)
Inquiry for magnetic computer tape; audio recording tape. (E.S.B. 2871/62.)
Inquiry for hydraulic pumps. (E.S.B. 2068/62.)
Inquiry for handbags. (E.S.B. 1879/62.)
Inquiry for automotive tools. (E.S.B. 2771/62.)
Inquiry for marmalade. (E.S.B. 1044/62.)
Inquiry for carpeting. (E.S.B. 2733/62.)
Trade shows in the Portland area to be visited by an officer of the British Consulate in Portland, Oregon. (E.S.B. 2479/62.)

Various Countries
Health certificates for British business visitors to Europe.

Venezuela
Agency inquiry for bottles; bottle making machinery; citric acid; talcum powder; zinc oxide. (E.S.B. 2133/62.)
Collaboration – bicycle assembly plant. (E.S.B. 33573/61.)

Yugoslavia
Economic report, October-December 1961. (C.R.E. 3228/59.)

GOVERNMENT PUBLICATIONS
required by customers in London may be obtained quickly from
H.M. STATIONERY OFFICE, 423 OXFORD STREET, W.1, or YORK HOUSE, KINGSWAY, W.C.2

Tariff, Customs and Import Regulations in Overseas Countries

Registered Trade Mark (r t m) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CHILE

Amendments to List of Permitted Imports

CHILEAN DECREE No. 41 published in the Chilean *Official Gazette* of January 12, 1962, eliminates the following items from the permitted import list of May 15, 1959, as amended. As from January 12 the import of these items into the Central Zone of Chile will be prohibited.

The prohibition will not apply to transactions covered by import deposits, or registerd with the Central Bank of Chile, before January 12.

Section	Group	Item
I	1	Ferromanganese.
		Ferrosilicon.
		Silicon-manganese.
		Other metallic ores, crude or only smelted
		Other metals.
	2	Marble, rough, unpolished
		Puzzalano, natural.
		Other non-metallic minerals, crude or semi-processed.
	4	Other coals and mineral fuels.
II	5	Special woods, in the rough.
		Other woods, unworked.
	6	Crepe rubber, in sheets more than 1 mm. thickness.
		Other forestry products.
III	7	Ostrich feathers.
		Other products of the chase.
	8	Other fishery products.
	9	Birds.
	10	Animal hair.
		Tops of mixtures of sheep's wool and woolly fibres of animal origin.
		Other wools and textiles of animal origin, unprocessed.
	11	Other hides and animal remains, unprocessed.
	12	Other bird, bee and silkworm products.
IV	14	Ground maize.
		Other cereals.
	15	Vegetables.
	16	Citrus fruits.
		Fresh fruits.
		Fresh garden produce.
		Other fruits, tubers and garden produce.
	17	Tea, packed.
		Other stimulative vegetable foods.
	18	Natural saffron.
		Other spices.
	19	Prepared animal foods.
		Animal fodder.
	20	Flax fibre.
		Other textile fibres of vegetable origin.
	21	Other oleaginous raw materials of vegetable origin, unprocessed.
V	24	Frozen birds.
		Chilled or frozen mutton or lamb.
		Beef, salted and dried.
		Meats in casings, raw or cooked.
		Beef offal.
		Other meats and dried or preserved meat.
	25	Other edible fats and their derivatives.
	26	Cheese.
	27	Semolina.
		Other starches, flours and their residues.
	28	Refined oil.
	29	Cocoa ground, in paste or powder.
		Coffee, ground or roasted.
		Preserves of meat.
		Chocolate in paste, tablets or powder.
		Dehydrated and preserved products of tropical fruits and vegetables, except pineapple.
		Tea, compressed or in tablet form.
		Other prepared preserves and food.
	30	Refined white sugar.
		Other sugars and their derivatives.
VI	31	Sherry, Manzanilla and Port.
		Sparkling wines.
		Non-sparkling wines, with the exception of Sherry, Manzanilla and Port
	32	Spirituous liquors.
		Cognac and Brandy.
		Whisky.
		Other liquors.
	33	Beer.
		Cider.
	34	Mineral waters and other non-alchoholic beverages.
VII	35	Snuff.
		Special chewing tobacco.
		Tobacco, chopped or shredded, in packets.
		Tobacco in shreds, in polythene bags, in containers of over 100 kgs for the manufacture of cigarettes.
	36	Cigarettes.
		Cigars.
VIII	37	Cut viscose rayon fibre.
		Alginate yarns.
		Cotton yarns of 1/50 count and over.
		Cotton yarns of less than 1/50 count.
		Special cotton yarns for making zip fasteners. (r.t.m.)
		Cotton yarns, combed or mercerized, crude or dyed and glazed of 1/60 and 2/60 counts and over.
		Cashmere woollen yarns.
		Hair yarns.
		Artificial silk yarns of viscose rayon.
		Cotton thread for sewing darning and embroidering.
		Cotton thread for knitting.
		Flat decorative thread.
		Manila thread.
		Rayon thread.
		Balls of silkthread for sewing, darning and embroidering.
		Linen cloth waxed and/or varnished.
		Artificial viscose straw.
		Other yarns.
	39	Wool baize.
		Woollen suitings.
		Inter-lining for clothes (Optima)
		Felts for spatulas, undyed.
		Linoleum.
		Cotton organdie for stamped textile patterns.
		Cotton poplins with weft and warp of 2/100 counts or finer, 2-ply, and more than 35 threads to 5 mm. sided square, of one colour and no design.
		Fabrics of combed wool, velveteen or corduroy.
		Fabrics of vegetable fibre.
		Plaits of artificial and mixed fibres for making hats.
		Plaits of straw for making hats.
		Other fabrics.
	40	Orlon sacks.
	41	Nylon lace.
		Other goods of passmenterie and cordage.
	42	Palm or Toquilla straw hats.
		Other articles of clothing.
	43	Carpets.
		Electric blankets.
		Other household textile goods.
	44	Other non-specified textile manufactures.
IX	45/53	Essential oil of eucalyptus.
		Acetic acid.
		Boracid acid.
		Hydrochloric acid.
		Formic acid.
		Technical lactic acid.
		Nitric acid.
		Pyroligneous acid.
		Sulphuric acid.
		Tartaric acid.
		Peroxide of hydrogen.
		Starches.
		Vegetable tar.
		Potassium alum.
		Aluminium stearate.
		Aluminium sulphate.
		Ammonia.
		Persulphate of ammonia.
		Acetic anhydride.
		Sulphurous anhydride.
		Precipitated sulphur.
		Barium chloride.
		Barium peroxide.
		Calcium acetate.
		Calcium carbide.
		Calcium chloride.
		Calcium stearate.
		Calcium formate.
		Calcium hypochlorite.
		Calcium peroxide.
		Calcium sulphide and polysulphide.
		Calcium tartrate.

(*Continued on next page*)

Chile (*Continued*)

Section	Group	Item
		Cellulose fibres
		Special cements, rubber-based, in containers of one gallon or more.
		Special cements in containers of less than one gallon.
		Heavy soda ash.
		Copper carbonate.
		Copper sulphate.
		Vienna glue.
		Carpenter's glue.
		Pitch based insulating compositions.
		Water-proofing compositions.
		Compressed sheets of paper or cloth, with phenolic or melaminic resins or the like for decorative or industrial uses
		Pancreatic preparations and concentrates for industrial use.
		Creoline.
		Degras and products manufactured from oxidized fish oil.
		Descalers for boilers.
		Dextrine.
		Stearate of zinc for pharmaceutical use.
		Extract of malt in powder.
		Fungicides and/or agricultural disinfectants containing more than 50 per cent. of copper salts.
		Gallalite in all its forms.
		Industrial glucose.
		Lanoline.
		Beer yeast.
		Crystallized magnesium sulphate, dried or in paste.
		Magnesium stearate.
		Bi-iodide of mercury.
		Double distilled pure mercury.
		Naphthalene.
		Laminated plastics in rods or sheets.
		Silver nitrate.
		Potassium bisulphite.
		Potassium bromate.
		Potassium metabisulphite.
		Potassium nitrate.
		Potassium perborate.
		Potassium persulphate.
		Potassium sulphide.
		Potassium iodide.
		Products to prevent industrial belts slipping.
		Caustic soda solution.
		Sodium acetate.
		Industrial sodium bicarbonate.
		Sodium bisulphite.
		Sodium borate.
		Sodium chloride.
		Sodium stearate.
		Sodium formate.
		Sodium hypochlorite.
		Sodium hyposulphite.
		Sodium nitrate
		Sodium perborate.
		Sodium percarbonate.
		Sodium peroxide.
		Sodium persulphate.
		Sodium silicate.
		Crystallized sodium sulphate, dry or in paste.
		Sodium and potassium tartrate.
		Sodium iodide.
		Rolls of flexible plastic cloths.
		Urea peroxide.
		Iodine, pure or impure, precipitated, crystallized or sublimated.
		Zinc stearate, except that for pharmaceutical use.
		Zinc peroxide.
		Zinc sulphate.
	46	Chloramphenicol and its salts, in bulk in substance.
		Castor oil.
		Dehydrocolic acid.
		Albumen tannate.
		Cream of tartar.
		Dimecaine.
		Extract of boldo.
		Extract of rhatany.
		Extract of blackberry.
		Fluid extracts in general.
		Phenylsemicarbazide.
		Itchthalbine.
		Itchthyol.
		Toilet preparations.
		Chlorothiazide.
		Sanitary towels, prepared or not.
	47	Fertilizers, prepared and synthetic.
		Sulphate of ammonia.
	48	Zero Delay electric detonators, not forming part of an order with other delays.
		Matches.
		Caps and detonators for explosives.
		Guide cords and slow fuses of not less than 50 seconds per meter.
		Smokeless gunpowder.
		Other explosives.
	49	Creosote.
	50	Amyl alcohol.
		Ethyl alcohol.
	51	Anilines corresponding to the following colour indexes:
		Yellow, oil . . . 19
		Yellow chrome . . . G 56
		Yellow, resorcine . . . R 146
		Yellow, solid acid . . . 2G 639
		Yellow, solid acid . . . 3G 636
		Azophloxine . . . 2G 31
		Blue, direct sky concentrate 520
		Blue, direct sky . . . F.F. 518
		Blue direct . . . 2B 406
		Blue black chrome . . . B 202
		Blue direct pure . . . F.E. 518
		Scarlet, crocein . . . MOO 252
IX	51	Orange I 150
		Orange II 151
		Orange chrome . . . R 40
		Black acid . . . 294
		Black sulphur . . . 978,986
		Black diazol . . . B.H. 401
		Black acid blue . . . B.H. 246
		Black direct . . . E. 581
		Brown Bismark . . . R. 332
		Brown direct . . . M. 420
		Brown resorcine . . . R. 335
		Red, oil . . . 248
		Red chrome . . . ECB 652
		Red, Congo . . . 370
		Red, solid acid . . . A.V. 176
		Red, solid direct . . . F. 419
		Green direct . . . B. 593
		Green direct dark . . . B. 583
		Violet direct . . . N. 349
		Violet Victory . . . 4B.S. 53
		Ultramarine blue.
		Redlead, minium and litharge.
		Dermotographic pencils.
		Lithopone.
		Oxide and/or white of zinc.
		Paints and enamels.
		Printing inks.
		Inks for engraving.
	52	Soap.
		Candles and tapers.
X	54	Wire rod.
		Other strips of iron or steel of dimension and quality not mentioned herein.
		Rolled sections.
		Other sections of iron or steel.
		Other sheets of iron or steel.
		Steel bands for barrels and butts of less than 2 mm. thickness hot rolled.
	55	Nickel-silver, german silver or white metal containing: 52% to 80% copper 10% to 35% zinc and 5% to 35% nickel.
		Laminated aluminium in sheets or rolls of a maximum thickness of 0.009 mm., with one side neutralized and the other rustproofed, for packing cheese.
		Copper in bars sheets, strips or sections.
		Phosphor copper in all its forms.
		Cupromanganese.
		Other rolled or cast metals and their alloys.
	56	Steel in rolls.
		Coppered steel wire.
		Steel wire for springs.
		Alpaca wire (white metal).
		Other metal wires.
		Other metallic materials for sundry uses.
X	57/58	Accessories for makers of Venetian blinds: Mechanism for movements and brakes. Pulleys and axles for ropes. Holding lateral supports.
		Pins.
		Portable furnaces.
		Sharpeners for razor blades.
		Aluminium tubing.
		Copper tubing.
		Other tubing.
		Seals of lead or tin to protect bottled wine.
		Security boxes and safe deposits.
		Locks, cylindrical for furniture, and keys.
		Locks, cylindrical and with palettes, for luggage.
		Zip fasteners.
		Cylinders for liquid gas.
		Special nails for cement.
		Optical devices for looking through doors.
		Brass fittings for refrigerators.
		Other fittings of iron, steel, brass or other metals or alloys.
		Iron staples.
		Expansion joints for brass piping.
		Keys, stopcock, and valves for water, gas, steam or air, of cast iron, brass, or copper, for domestic or industrial use.
		Machines for squeezing, beating and crushing of over ¾ H.P.
		Machines for squeezing, beating and crushing, unspecified
		domestic drinking water meters up to 1 inch
		Metal nuts, bolts and rivets.
		Tube containers, of aluminium.
		Wire netting of black tinned or galvanized wire of 30 or more apertures per linear inch.
		Pencil sharpeners.
		Special boards for statistical control.
		Crown corks.
		Stamped covers for tanks.
		Other utensils of iron or steel or other metals.
XI	59	Buckets of manganese or carbon steel up to 4 tons.
		Steel balls for mills, forged or cast up to 5 ins. inclusive.
		Steel buckets in general, for aerial ropeways, hoists and conveyor belts.
		Outer casings of manganese or special steel for mineral mills.
		Equipment and machinery for the mining industry: Jaw or ordinary crushers of 2½ in. x 3½ in. up to 10 in. x 20 in. Teeth for mechanical scoops. Ore crushers up to 500 kg per hour.
		Wine presses, automatic.
		Hand sulphur sprayers.
		Sulphur sprayers for mounting on tractors.
		Compression pumps for hydraulic presses.
		Must pumps.
		Wine pumps.
		Skin shredders.
		Grape hoists.
		Equipment for vats.
		Sleeve filters.
		Grape gatherers.
		Hand, screw and continuous presses for grapes and skins.
		Hand and motor gatherers.

(*Continued on next page*)

Chile (*Continued*)

Section	Group	Item
	61	Concrete mixers of less than 10 cu. ft. capacity.
		Mechanical stairways and accessories.
		Screw presses.
		Compressors up to 10 H.P. and head parts for same.
		Emery polishers.
	61	Drum hoists, without motor, with or without friction clutch, with a capacity up to 4 tons.
		Ice-cream makers.
		Static electric welders.
		Electric welders, unspecified.
		Tools:
		Hacksaw frames.
		Mattocks.
		Pickaxes.
		Picks.
		Small hoes.
		Wheelbarrows.
		Chisels.
		Mauls and sledgehammers.
		Crowbars.
		Screwdrivers.
		Wire brushes.
		Axes and hatchets.
		Saw blades for cutting metal, of Tungsten steel and carbon steel, less than ⅞ in. in width.
		Forks.
		Hammers, for carpenters, mechanics, riveters and shoemakers.
		Steel hammers.
		Wooden levels.
		Spades.
		Knitting needles.
		Picks.
		Rakes.
		Carpenters' pliers.
		Pipe vices.
		Iron vices for carpenters.
		Mechanical vices with jaws from 4 ins. to 6 ins. in width, inclusive.
		Apparatus for adding carbon gas to beverages.
		Bobbins of paper and/or wood for the textile industry.
		Centrifugal pumps with flow up to 10 litres per second and manometric height up to 200 meters and with flow up to 250 litres per second and manometric height up to 80 metres, with motors.
		Centrifugal pumps for liquids, not specially mentioned, and for motors of less than 20 H.P.
		Centrifugal pumps for liquids without their motors:
		with flow up to 10 litres per second and manometric height up to 200 metres.
		with flow up to 250 litres per second and manometric height up to 80 metres.
		Piston pumps with suction diameter up to 1¼ in. inclusive.
		Hand pumps, clock type.
		Pull-bands.
		Metallic thimbles for industrial use.
		Electric air extractors and ventilators up to 16 ins. diameter.
		Ply-wood blades for looms.
		Wood blades for looms.
		Ironwork for casks.
		Photographic filters and their adaptors.
		Lasts for footwear manufacture.
		Electric razors.
		Domestic floor polishers and vacuum cleaners, with motors of less than 1 H.P. and weight less than 25 kg.
		Leather-polishing machines.
		Rectilinear hand knitting machines with one or two rows of needles and less than 7 needles per inch.
XI	61	Small electric grinders.
		Wheels up to 10 ins. diameter inclusive, rollers up to 2 ins. diameter, and wheels for concrete loading wheelbarrows.
		Unreinforced paper tubes for the textile industry.
		Other machinery, apparatus, utensils and tools for industry and trades.
	62	Sectional boilers up to 33,500 kg. per hour.
		Sectional boilers of more than 33,500 kg. per hour.
		Flat transmission belts of rubber and neoprene up to 38 ins. in width.
		Transmission belts of up to 4 cloths and up to 38 ins. wide.
		Bandlets for continuous machines and twisters and dividers for cards.
		Single-phase squirrel cage electric motors, with or without centrifugal disconnector and with or without condenser, up to 1 h.p., 3,000 rpm, 220 volts and 60 cycles.
		Three-phase squirrel cage electric motors open, closed or semi-closed, protected, with or without ventilation with one or more speeds, with normal foot working, without foot or flange, up to 20 h.p. 60 cycles and 3,000 rpm.
		Universal electric motors with collectors up to ½ h.p., up to 220 volts and up to any number of revolutions.
		Central heating radiators, 75 kgs. net, or over.
		Central heating radiators, less than 75 kgs. net.
		Joints for belts – 'Clipper' or 'Alligator' type.
		Other motive machinery, boilers and their spare parts.
	63	Insulators for service tensions up to 15,000 volts.
		Insulators in general, and pedestal and fog types, for any tension.
		Round or rectangular aluminium and copper wire, bare and grooved for trolley bus lines.
		Copper or aluminium wire with insulation of cotton, rubber, paper, plastic or enamel, with or without outer covering with or without metal protecting sheath.
		Incandescent electric bulbs:
		clear, pearl, opaque, or coloured with Goliath, Edison II, Mignon or Bayonet base of the following types:
		Ordinary of 15 to 1,500 watts; candle, ball, balloon and tubular of 15 to 40 watts; industrial reinforced of 15 to 500 watts and daylight of 40 to 100 watts.
		Bulbs for unspecified lighting.
		Bulbs for public lighting of the following types:
		6.6 amps, 1,000, 2,500 and 4,000 lumens.
		15 amps, 4,000 lumens.
		20 amps, 6,000 and 10,000 lumens.
		Electric light holders:
		holders for fluorescent lighting.
		Straight or bendable bases of porcelain and other material, with or without switches.
		Buttons, pears, plates and rosettes for electrical use.
		Cables:
		Bare copper or aluminium cables.
		Cables and cords with one copper or aluminium conductor up to 500 sq. mm. or up to 4 x 250 sq. mm. individual cross section, insulated with cotton, rubber, paper, silk or varnished cambric or plastic, with or without exterior covering, for service tensions up to 5,000 volts.
		Electric tea and coffee pots.
		Junction boxes for leaded or steel tubes.
		'Caleco' (lead sheathed cable).
		Immersion heaters.
		Electric water and space heaters.
		Tapes and coverings for electrical use, of rubber or flexible plastic material.
		Indicator switchboards, drop or luminous.
XI	63	Plugs:
		Adaptor and multiple.
		Banana, for radios.
		Male and female, porcelain, rubber or of plastic material, all types.
		Triple and multiple.
		Electric water and milk boilers.
		Insulating tape of cotton fabric impregnated with bituminous material.
		Switches:
		Superimposed knife up to 1,100 amp.
		Domestic switches.
		Other switches.
		Electric liquefiers and beaters for domestic use.
		Portable lamps for garages.
		Domestic washing machines of up to 7 kg. dry clothes capacity and motor up to 1.5 h.p.
		Cylindrical electric lanterns or torches with two or three elements.
		Plastic Insulating materials, Feneloid or Formalite type.
		Unspecified electrical materials.
		Domestic electric irons.
		Lamp holders, screw, Mignon, Edison (r.t.m.) and Goliath of all types.
		Lamp holders, plug-in.
		Flat resistances, insulated with mica or micanite, for electric irons.
		Other non-specified resistances for electric irons.
		Electric hair-dryers.
		Electric hair-dryers, pedestal type.
		Covers for flush switches.
		Electric bread toasters.
		Transformers:
		Transformers up to 1,500 KVA and service tensions up to 15,000 volts and uncompensated ballast auto-transformers for fluorescent tubes of 20 and 40 watts and transformers for bells.
		Transformers for electric welders up to 250 amp.
		Transformers, rectifiers, resistances, rheostats, condensers and other unspecified electrical apparatus, switch and control boards for electric plants and power stations, not specified.
		Other transformers.
		Tubing:
		Copper, bronze and steel tubing for electric installations, of all dimesions.
		Flexible tubes for electric installations for superimposing or embedding, all dimensions.
		Fluorescent tubes, straight, of 15 to 40 watts, daylight, white, warm white, cold white and coloured.
		Other electrical machinery, apparatus and material.
XII	64	Decauville and other tip-up cars.
		Special railway wagons with bins for the transport of ores.
		Railway axles.
		Tyres for railway wheels.
		Wheels.
		Railway hoppers and buckets.
		Goods wagons and tank wagons, with or without wheels.
		Other railway and tramway machinery and equipment.
	65	Rubber boats.
	66	Accessories for motor vehicles.
		Ambulances.
		Motor cars for public hire (taxis) with the following characteristics:
		Reinforced shock absorbers.
		Heavy duty clutch.
		Hand gear change.
		Reinforced suspension.
		Special 'taxi' rides and springs.
		Emblem with the word TAXI to be fixed on the upper front part of the vehicle.

(*Continued on next page*)

NOTICE

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff Customs and Import Regulations of Overseas Countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

Chile (*Continued*)

Section	Group	Item
		Motor cars and station wagons of any type, seating capacity up to 9 persons, as per factory specification.
		Bicycles, assembled or not; frames; forks; front and rear; handle bars; seats or saddles up to 30 cms. by 27 cms. and their parts; mud-guards; chain covers; handles and other parts and spares for bicycles, unspecified.
		Buses, with body, for transport of 15 or more seated persons excluding the driver as per factory specification and with access to the seats by way of an interior passage.
		Lorries, with any type of body, with a capacity of more than 1,500 kgs. useful load.
		Delivery vans, with cabin and pick up body with capacity up to 750 kgs. inclusive useful load: cabin seating capacity for three people.
		Delivery vans, with cabin and pick up body, capacity over 750 kgs. and up to 1,500 kgs. useful load; cabin seating capacity for three people.
		Delivery vans, with double cabin, capacity up to six persons and pick-up body with minimum capacity of 500 kgs. useful load and maximum of 1,500 kgs.
		Trailers and slow speed vehicles.
		Chassis for cars and station wagons.
		Chassis for buses, without cabin, assembled or not with carrying capacity of over 4,000 kgs, as per factory specification.
		Chassis for lorries, with cabins, assembled or not, with carrying capacity of more than 1,500 kgs.
		Chassis for vans, assembled or not, with carrying capacity up to 750 kgs. inclusive, as per factory specification.
		Chassis for vans, with a carrying capacity of more than 750 kgs. up to 1,500 kgs. maximum
		Chassis for taxibuses, without cabin, assembled or not, with a carrying capacity between 1,500 kgs. and 4,000 kgs. as per factory specification.
		Trucks, for up to 750 kgs. useful load.
		Trucks, for more than 750 kgs. and up to 1,500 kgs. useful load capacity.
		Trucks, of more than 1,500 kgs. useful load capacity.
		Solid rubber tyres.
		Motor cycles and scooters, assembled.
		Inner tubes for bicycles.
		Parts of rubber, for bicycles.
		High speed articulated and separated trailers, with or without coachwork, with a cargo capacity of more than 1,500 kgs. useful load.
		Replacement parts for bicycles:
		Hubs, pedals, steering set; motor chamber with its axle; set of brakes; brake cables and their coverings, pins, inner tube valves; tyres; bells; handle bars and handlebar-grips.
		Replacement parts for car bodies: only the following:
		Front and rear mud-guards; bonnet; doors; boot-cover; bumpers.
		Sidecars.
		Tricycles for carrying goods, assembled, pedal or motor driven.
		Complete passenger transport vehicles with a seating capacity for 8 to 14 passengers, including the driver, with the seats arranged in a manner similar to that of a motor car, mounted on chassis for pick-ups, such as those called 'Suburban', 'Carryall', 'Klein-Bus' etc.
		Jeep-type vehicles with the following characteristics:
		Four wheel drive.
		Power take-off.
		Drivers and cargo space to be together, not separate.
		Other jeep-type vehicles.
		Other vehicles not specifically mentioned, and their replacement parts.
		Coupe-type motor vehicles.
XIII	67	Other prepared stones or earths.
	68	Flat plate glass, with two polished surfaces, up to 9.5 mm. thick.
		Corrugated plate glass.
		Tubes of special glass for luminous advertisments.
		Tubes and rods of glass, not specifically mentioned.
		Other ceramics, glasswork and prepared earths and stones.
		Imitation gemstones for jewellery.
	69	Wooden insoles for footwear.
		Wooden strips for the footwear industry.
		Fine veneers of wood for furniture manufacture.
		Acoustic pressboard of wood pulp, of the types known as Celotex (r.t.m.), Acoutex, etc., consisting of sheets which cannot be separated.
		Other processed wood.
	70	Walking sticks.
		Other products of cabinet making of wood or compressed sawdust.
	71	Compressed cork, in sheets and rods.
		Cork stoppers.
		Other articles of cork.
		Rods and discs of natural cork for crown stoppers.
	72	Rubber rings for connections of high pressure piping.
		Rubber boots with metal reinforcements in the sole, toe and heel.
		Military water bottles.
		Closures of plastic material for polyethylene containers.
		Ebonite in sheets.
		Plastic fittings.
		Mesh of plastic material for automatic dryers.
		Special hoses for specific purposes.
		Rubber sheets for vulcanizing cliches.
		Soap container of plastic, with permanent magnet and special fixing cement.
		Flexible plastic cloth in rolls with adhesive on one side, for decorative purposes.
		Date and numbering stamps, not metallic.
		Other manufactures of rubber, celluloid and the like.
	73	Footwear.
		Handbags and the like.
		Leather cut-outs or toe caps, processed or semi-processed for footwear.
		Ordinary skins, with hair, tanned or softened.
		Skins without hair, tanned or processed.
		Skins of fine hair, tanned or processed.
		Leather watch straps.
		Other tannery and furriers products and their derivatives.
	74	Unspecified products of horn, bone, and other animal products and the like.
	75	Cellulose bands.
		Bakelite (r.t.m.) impregnated cardboard.
		Corners for mounting photographs in albums.
		Transparent cellulose paper.
		Crepe paper.
		Metal coated paper.
		Wallpaper.
		Stencil paper.
		Security paper, with alterable marks or lithographed base, for printing cheques and other security documents.
		Plasticized paper.
		Tissue paper.
		Other papers and cardboard.
		Transfers.
		Other prints and engravings on paper and cardboard.
	76	Air guns.
		Firearms.
	77	Other arms and ammunition.
		Aluminium foil.
		Wrist and pocket watches in precious metal cases.
	78	Other jewellery, gold or silverware and watches.
		Calculating frames.
		Electronic flash apparatus.
	79	Sunglasses.
		Spectacle frames of plastic material (celluloid) and of plastic with metal reinforcements.
		Spectacle frames, unspecified.
		Other aerometers.
		Other densimeters.
		Glucometers.
		Other hydrometers.
		Film cameras, with or without sound.
		Photographic cameras and accessories.
		Tooth brushes.
		Photographic flash lights.
		Photographic filters.
		Spring operated gramophones.
		Binoculars.
		Gramophone records.
		Drawing machines.
		Parts and pieces for making photographic cameras, projectors and cine cameras.
		Prismatic glasses.
		Projectors, 8 mm. and 16 mm. with or without sound, and slide projectors.
		Radio receivers, assembled.
		Television receivers, assembled.
		Replacement parts for radio receivers:
		Chassis.
		Cabinets or furniture.
		Metal washers, except pressure washers.
		Bridge connections.
		Springs of round wire.
		Screws.
		Replacement parts for record players.
		Arms.
		Metal washers, except pressure washers.
		Platforms, bases or chassis.
		Springs of round wire.
		Screws.
		Acoustic signalling devices.
		Technigraphs (drawing apparatus).
		Record players.
		Tripods.
		Valves for use in radio communication, radio receivers, radio amplification, radio transmission and television, viz.: 5Y3GT (U50; 5Y3G); 6AQ5 (6AQ5A; BPMO4; N727); 50EH5; 6AT6; 6AU6; 6AV6; 6BA6 (EF93); 6BE6 (EK90; HMO4; X727); 6SA7GT (6SA7); 6SQ7GT (6SQ7; PBC3); 6V6GT (6V6G; 6V6); 6X4; 12AT6; 12AU6; 12AV6 (18FY6); 12BA6 (18FW6); 12BE6 (18FX6); 12SA7GT (12SA7); 12SK7GT (12SK7); 12SQ7GT (12SQ7; OBC1; OBC3); 25L6GT (KT32; 25L6); 25Z5 (25Y5); 25Z6GT (25Z6); 35C5; 35L6GT; 35W4 (HY90; 36AM3); 35Z5GT; 50B5; 50C5 (HL92; 32ET5); 50L6GT; 6SK7GT (6SK7); 6BQ5 (EL84).
		School rulers, of wood, plastic or other material.
		Coloured glass for spectacles, without optical graduation.
		Other articles and instruments for science, fine arts, and their application;
	81	Penknives.
		Pencils.
		Ball, spheroidal and paste pens and pencils, excepting:
		ball or spheroidal pens or pencils with containers for paste of more than 3 mm. interior diameter, and/or with semi-liquid lead which can be erased and/or double container and/or double point, and their spares.
		Refrigerators of all types.
		Spare parts for fountain pens.
		Other articles and sundry manufactured goods.
		Pressure fire extinguishers:
		Using chemical foam, up to 60 litres capacity.
		Using soda-acid, up to 150 litres capacity.
		Using carbon-tetrachloride, and fire-extinguishing grenades.

Visits Overseas by U.K. Businessmen

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Chile (*Continued*)

Amendments to Import System

FURTHER AMENDMENTS to Chile's import system have been announced by the Central Bank of Chile in the following circulars (see also page 118 of the *Board of Trade Journal* of January 19, and page 245 of this issue).

Circular No. 138 extends until further notice the obligation that importers lodge with the Central Bank a prior import deposit of 10,000 per cent. of the c.i.f. value for a period of 90 days for the import of goods included in the following headings of the Import List.

Section	Group	Article
V	29	Meat juices and extracts.
IX	45/53	Special cements in containers of 1 gallon or more.
		Herbicides, fungicides and insecticides for agricultural use.
		Chemical products not specified.
	46	Antibiotics, their salts and combinations in bulk in substance.
		Unspecified oils.
		Synthetic and natural drugs for medicinal and veterinary purposes.
		Other auxiliary aseptic products for medicine.
	48	Delay electric detonators for explosives and their component parts including zero delays when forming part of an order with other delays.
		Detonating fuses.
	49	Other waxes, resins, fats and industrial oils.
	51	Anilines not specified.
		Colouring substances and pigments.
X	57/58	Other valves not specified.
		Water meters.
XI	59	Machinery for treating ores.
		Other machinery, apparatus, utensils and tools for mining.
	60	Machinery, apparatus and utensils for viti-viniculture.
	61	Equipment, machinery and elements for the constructional industry.
		Tools.
		Compressors, not specified, and heads for same.
		Hoisting engines (winches), not specified.
		Mechanical vices not specified.
		Pumps and motor pumps units for solids and liquids.
		Equipment and machinery for industry.
	62	Conveyor belts and flat transmission belts not specified.
		Other electric motors not specified.
		Spare parts for boilers.
		Joints for transmission belts.
	63	Wire for unspecified electrical uses.
		Other types of bulbs.
		Unspecified cables and cords for electrical uses.
		Domestic washing machines not specified.
		Electric torches.
		Fluorescent tubes not specified.
XII	64	Railway materials and spare parts.
XIII	79	Pieces and parts of radio telephonic receivers excepting valves.
		Pieces and parts for record players.
		Other unspecified valves for radio reception, radio amplification and television.
	81	Fire extinguishers, unspecified, their charges, accessories and spare parts.

Circular 139 – obliges importers, on registering their orders, to lodge with the Central Bank cash deposits equivalent to the amount of the tax surcharge to which the goods are subject. These deposits will only be returned when the importer's bank submits application for foreign exchange to pay for the goods.

Circular 140 – creates two exchange markets in which different rates will operate. One will be known as the 'free bank market' and the other the 'brokers' market'. The Central Bank will continue to provide foreign exchange cover for the free bank market for payments relating to foreign trade whilst most invisible trade operations will be in the brokers' market. Banks are only allowed to cover import operations after 90 days have elapsed since the date of the bills of lading or, in default of these, as in the case of consignments arriving by land routes, 90 days after the arrival of the goods at Chilean customs. 90 days notice must be given before payment of goods imported on 'consignment' can be made. It is not possible to cover exchange in advance for payments due on goods imported on deferred terms.

Potential Customers for U.K. Exports

BESIDES PROVIDING the *Export Service Bulletin* which, on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1, or to the appropriate Regional Office of the Board.

Arthur's Pass!

WHAT KIND OF MOVE IS THAT?

Relax. Your Kiwi team-mate's been pulling your leg, for it has nothing to do with rugger at all. Actually, it's a pass through the Southern Alps of New Zealand named after Sir Arthur Dobson, who discovered it as a link between the east and west coasts in 1864. All this may sound very erudite, coming from a bank. But then, as a Bank operating in New Zealand since 1872, our knowledge of the country is comprehensive. From that knowledge we can provide a complete, well-informed and balanced picture of New Zealand today. And even give you a glimpse of tomorrow. Details of our country's economy are – to us – routine knowledge. For these things are our business, our stock in trade. And with more than 160 branches and agencies throughout the North and South Islands, it is not surprising that we are able to keep in constant, daily touch with developments. If you want to know about New Zealand's economy, ask us –

The National Bank

OF NEW ZEALAND LIMITED

Head Office:
8 Moorgate, London, E.C.2. (MONarch 8311)

West End Branch: 14 Charles II Street, London, S.W.1. (TRAfalgar 6791)

BOLIVIA

Customs Tariff Modifications

BY A RESOLUTION, published in the Bolivian *Gaceta Oficial*, the following modifications have been made in the Bolivian Customs Tariff:

Heading	Commodity	Unit	Specific Duty Bolivianos	*Ad valorem*
	Additional note to Heading 10.06: The Ministers of Finance and National Economy, by a joint resolution of a general and temporary character, may reduce or free from customs charges and duties, imports of rice, when national production is not sufficient to satisfy the needs of internal consumption.			
12.01	Oil seeds and oleaginous fruit, whole or broken:			
	(a) Seeds of cotton, hemp, castor, sunflower, tea, grains of soja and grape seeds, all unbroken		Free	
	(b) Other	K.G.	500	10%
12.03	Seed, fruit and spores of a kind used for sowing:			
	(a) Seeds of beetroot, alfalfa, tobacco and fruit trees and forest-trees		Free	
	(b) Other	K.G.	500	10%
15.12	Animal or vegetable fats and oils hydrogenated, whether or not refined, but not further prepared:			
	(a) Vegetable fats in containers of more than 20 kilogrammes			5%
	(b) Other	K.G.	1,500	10%
27.10	Petroleum and shale oils, other than crude; preparations not elsewhere specified or included in the nomenclature, containing not less than 70% by weight of petroleum or shale oils, these oils being the basic constituents of the preparations:			
	(a) Petrol and benzine:			
	(1) For aviation (91 octane or higher)		Free	
	(2) Other			40%
	(b) Other:			
	(1) Diesel-oil; gas-oil; fuel-oil, kerosene		Free	
	(2) Other			10%
28.06	Hydrochloric acid and chlorosulphonic acid			10%
28.42	Carbonates and percarbonates, including commercial ammonium carbonate containing ammonium carbamate:			
	(a) Sodium carbonate			4%
	(b) Other			10%
29.31	Organo-sulphur compounds:			
	(a) Xanthates		Free	
	(b) Other			4%
30.02	Antisera; microbial vaccines, toxins, microbial cultures (including ferments but excluding yeasts) and similar products			4%
32.04	Colouring matter of vegetable origin (including dyewood extract and other vegetable dyeing extracts, but excluding indigo) or of animal origin:			
	(a) In containers of 50 kilogrammes or more			4%
	(b) Other			10%
32.05	Synthetic organic dyestuffs (including pigment dyestuffs); synthetic organic products of a kind used as luminophores; products of the kind known as optical bleaching agents, substantive to the fibre; natural indigo:			
	(a) In containers of 50 kilogrammes or more			4%
	(b) Other			10%
32.06	Colour lakes:			
	(a) In containers of 50 kilogrammes or more			4%
	(b) Other			10%
32.07	Other colouring matter; inorganic products of a kind used as luminophores:			
	(a) Containers of 50 kilogrammes or more			4%
	(b) Other			10%
34.02	Organic surface-active agents; surface-active preparations and washing preparations, whether or not containing soap:			
	(a) Organic surface-active agents and surface-active preparations:			
	(1) In containers of 100 kilogrammes or more	K.G.	500	10%
	(2) Other	K.G.	1,500	10%
	(b) Washing preparations and other	K.G.	1,500	10%
35.01	Casein, caseinates and other casein derivatives; casein glues:			
	(a) Casein			10%
	(b) Other	K.G.	1,500	10%
37.01	Plates, sensitized, unexposed, of glass or other materials (including film in the flat):			
	(a) For radiographic use			15%
	(b) Other			25%
37.02	Film in rolls, sensitized, unexposed, perforated or not:			
	(a) For radiographic use			15%
	(b) Other			25%
38.07	Spirits of turpentine (gum wood and sulphate) and other terpenic solvents produced by the distillation or other treatment of coniferous woods; crude dipentene; sulphite turpentine; pine oil (excluding 'pine oils' not rich in terpineol):			
	(a) No. 5 pine oil		Free	
	(b) Other			10%
38.12	Prepared glazings, prepared dressings and prepared mordants of a kind used in the textile, paper, leather or like industries:			
	(a) Preparations with a basis of starchy substances (starch), mucilaginous substances, gelatin, casein, vegetable gums, resin or similar substances and preparations for sizing	K.G.	1,000	10%
	(b) Other			10%
39.01	Condensation, polycondensation and polyaddition products, whether or not modified or polymerized, and whether or not linear (for example, phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):			
	(a) In granules, flakes, clusters, masses and viscose pastes free of solvents			2%
	(b) Blocks, slabs, rods and tubes; thin sheets or plates	K.G.	4,000	10%
	(c) Other			10%
39.05	Natural resins modified by fusion (run gums); artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidized rubber, cyclized rubber):			
	(a) In granules, blocks, clusters or dust; waste			2%
	(b) Slabs, rods and tubes, thin sheets or plates	K.G.	4,000	10%
	(c) Other			10%
40.11	Rubber tyres, tyre cases, inner tubes and tyre flaps, for wheels of all kinds:			
	(a) For aircraft		Free	
	(b) Other			4%
53.03	Waste of sheep's or lambs' wool or of other animal hair (fine or coarse), not pulled or garnetted:			
	(a) Wool noil			4%
	(b) Other	K.G.	4,000	10%
53.05	Sheep's or lambs' wool or other animal hair (fine or coarse) carded or combed:			
	(a) Wools:			
	(1) Sheep's wool			5%
	(2) Other			10%
	(b) Hair:			
	(1) Of vicuna	K.G.	4,000	10%
	(2) Of llama and alpaca			20%
	(3) Other animal hair			10%
56.01	Man-made fibres (discontinuous), not carded, combed or otherwise prepared for spinning			2%
56.03	Waste (including yarn waste and pulled or garnetted rags) of man-made fibres (continuous or discontinuous), not carded, combed or otherwise prepared for spinning			2%
56.04	Man-made fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning			2%
58.05	Narrow woven fabrics and narrow fabrics (bolduc) consisting of warp without weft assembled			

(Continued on next page)

Bolivia (*Continued*)

Heading	Commodity	Unit	Specific Duty Bolivianos	*Ad valorem*
	by means of an adhesive other than goods falling within heading No. 58.06:			
	(a) Of jute	K.i.p.	10,000	10%
	(b) Of silk and man-made woven fabrics	K.i.p.	30,000	10%
	(c) Other	K.i.p.	20,000	10%
59.08	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials:			
	(a) Imitation leather	K.i.p.	10,000	10%
	(b) Other	K.i.p.	15,000	10%
62.03	Sacks and bags, of a kind used for the packing of goods:			
	(a) Sacks for ore		Free	
	(b) Other:			
	(1) Of jute with 12 threads for every 5 sq. cm.	K.G.	1,000	10%
	(2) Other	K.G.	18,000	10%
64.05	Parts of footwear (including uppers, in-soles and screw-on heels), of any material except metal:			
	(a) Soles of synthetic materials	K.i.p.	7,000	10%
	(b) Other	K.i.p.	10,000	10%
65.03	Felt hats and other felt headgear, being headgear made from the felt hoods and plateaux falling within heading No. 65.01 whether or not lined or trimmed:			
	(a) Lined or trimmed	Each Piece	9,000	20%
	(b) Not lined or trimmed	Each Piece	5,000	10%
73.01	Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps and similar forms			5%
73.02	Ferro-alloys:			
	(a) Ferrosilicon		Free	
	(b) Other			10%
73.03	Scrap and waste metal of iron or steel			5%
73.04	Shot and angular grit, of iron or steel, whether or not graded; wire pellets of iron or steel			5%
73.05	Iron or steel powders; sponge iron or steel			5%
73.12	Hoop and strip, of iron or steel, hot-rolled or cold-rolled:			
	(a) Up to 30 mm. wide			10%
	(b) More than 30 mm. wide			2%
73.13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled			2%
73.15	Alloy steel and high carbon steel in the forms mentioned in headings Nos. 73.06 to 73.14:			
	(a) Galvanized sheets and plates			10%
	(b) Hoop and strip			
	(1) Up to 30 mm. wide			10%
	(2) More than 30 mm. wide			2%
	(c) In wire			4%
	(d) Other			2%
73.31	Nails, tacks, staples, hook-nails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials, but not including such articles with heads of copper:			
	(a) Nails for railway lines		Free	
	(b) Galvanized cramps	K.G.	500	10%
	(c) Bolts and nails	K.G.	1,000	10%
	(d) Other	K.G.	3,000	10%
84.06	Internal combustion piston engines:			
	(a) Engines for aircraft		Free	
	(b) Other			10%
84.07	Water wheels, water turbines and other water engines, including regulators therefor		Free	
84.08	Other engines and motors:			
	(a) Engines for aircraft		Free	
	(b) Other			10%
84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferics), not being machinery falling within heading No. 84.23:			
	(a) Mounted on tractors and vehicles falling within Chapter 87:			
	(1) Mounted on tractors			2%
	(2) Other			10%
	(b) Jacks			
	(c) For use in mines except those falling within sub-headings (a) and (b) and other		Free	
84.23	Excavating, levelling, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (for example, mechanical shovels, coalcutters, excavators, scrapers, levellers and bull-dozers); pile-drivers; snow-ploughs, not self-propelled (including snow-plough attachments):			
	(a) Mounted on vehicles falling within Chapter 87:			
	(1) Mounted on tractors			2%
	(2) Other			10%
	(b) For use in mines, with the exception of sub-heading (a), and other		Free	
84.56	Machinery for sorting, screening, separating, washing, crushing, grinding or mixing earth, stone, ores or other mineral substances, in solid (including powder and paste) form; machinery for agglomerating, moulding or shaping solid mineral fuels, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry moulds of sand:			
	(a) Machinery and appliances for the extractive industries		Free	
	(b) Other			2%
85.08	Electrical starting and ignition equipment for internal combustion engines (including ignition magnetos, magneto-dynamos, ignition coils, starter motors, sparking plugs and glow plugs); dynamos and cut-outs for use in conjunction therewith:			
	(a) For aircraft		Free	
	(b) Other			4%
85.10	Portable electric battery and magneto lamps, other than lamps falling within heading No. 85.01:			
	(a) Safety lamps for miners		Free	
	(b) Other	K.G.	6,000	20%
85.15	Radio telegraphic and radio telephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:			
	(a) Radio navigational aid apparatus, radar apparatus and radio remote control apparatus		Free	
	(b) Other			30%
86.08	Rail-road and similar containers specially designed and equipped to be equally suitable for transport by rail, road and ship-:			
	(a) Crates for transporting minerals		Free	
	(b) Other			10%
88.01	Balloons and airships:			
	(a) Weighing less than 50 grammes nett each	K.i.p.	40,000	15%
	(b) Other		Free	
88.02	Flying machines, gliders and kites; rotochutes		Free	
88.03	Parts of goods falling in heading No. 88.01 or 88.02		Free	
88.04	Parachutes and parts thereof and accessories thereto		Free	
88.05	Catapults and similar aircraft launching gear; ground flying trainers, parts of any of the foregoing articles		Free	
90.14	Surveying (including photo-grammetrical surveying), hydrographic, navigational, meteorological, hydrological and geophysical instruments; compasses; rangefinders:			
	(a) Compasses for aerial navigation, and special apparatus for aerial navigation		Free	
	(b) Other			10%
90.18	Mechano-therapy appliances; massage apparatus; psychological aptitude-testing apparatus; artificial respiration, ozone therapy, oxygen therapy, aerosol therapy or similar apparatus; breathing appliances (including gas masks and similar respirators):			
	(a) Breathing appliances and gas masks		Free	
	(b) Other			10%

Consular fees of 6 per cent. and the tax for services rendered of 2 per cent. will no longer be payable on certain commodities, and a list of these commodities is available for inspection in Export Services Branch of the Board of Trade, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411), who will deal with all inquiries on the subject.

ECUADOR

Import Control

IT HAS BEEN announced by the Ecuadorian Monetary Board that the importation of the following items has been prohibited from January 19, 1962 until further notice:

Item No.	Description
890	Automobiles, with coachwork or complete: (A) Station wagons, utility vans and the like.
943	Gramophones and similar talking machines, and the detached parts thereof: (C) Gramophones or sound-reproducers, coin operated (juke boxes).
977	Parlour games: (D) Of materials other than ivory, mother-of-pearl or tortoise-shell, bone, horn, celluloid or other artificial plastic materials or wood.

URUGUAY

Duty-free Imports

H.M. EMBASSY at Montevideo report that the following imports to Uruguay are freed from Customs and other duties until December 31, 1962:

Raw sugar and sugar in bulk
Processed yerba mate
Ground coffee
Sackcloth
Medicines and raw materials used in their preparation, the importation of which does not require prior deposits or payment of surcharges.

PARAGUAY

Textile Imports

THE *Board of Trade Journal* of August 19, 1960 (page 453) gave details of Paraguayan Government Decree No. 11431 which prohibited the import of certain textiles. H.M. Embassy at Asuncion now report the publication of Paraguayan Government Decree No. 19841 of December 30, 1961, which lifts the ban on imports imposed by Decree No. 11431; the minimum values laid down in Decree No. 11431 remain in force, however, for calculation of import duties.

ARGENTINA

Import Restrictions

H.M. EMBASSY at Buenos Aires report by telegram that recently introduced Argentine decrees suspend the surcharge-free importation of machinery forming complete lines of production, as granted by Decree No. 13277 of October 22, 1959 (see *Board of Trade Journal* for November 27, 1959, page 883), with the exception of certain items for the steel, petro-chemical, cellulose and building industries, and the surcharge-free importation of secondhand machinery. Applications already submitted are not affected. A surcharge of 40 per cent. is placed also on all machinery not subject to higher surcharges except goods already in port or already covered by confirmed irrevocable letter of credit.

An additional temporary surcharge, to remain in force until December 31, 1962, is placed on certain non-essential imports and the list of items affected will be published as soon as it is received.

CANADA

'Made in Canada' Rulings

THE FOLLOWING rulings have been made recently for Customs purposes:

Of 'a class or kind made in Canada':

Projection screens, up to and including size 20 feet by 20 feet.
(Ruling effective February 6, 1962.)

Self-contained air conditioners, of over 1½ h.p. rating and up to and including 2 h.p. rating, designed for ductless installation through windows or walls.

NOTE: *When this memorandum becomes effective, the following air conditioners will be held to be of a class or kind made in Canada:*

1. Self-contained air conditioners, up to and including 2 h.p. rating designed for ductless installation through windows or walls.
2. Self-contained air conditioners generally known as 'packaged' units up to and including 20 h.p.
3. Remote type room air conditioners, designed for installation in the rooms of hotels, office buildings, etc., which are air conditioning units containing coils, filters, motors and fans to circulate heating or cooling air, the heating or cooling medium being supplied from a remote central source.

The effective date of this ruling is February 9, 1962; this does not apply, however, to air conditioners described in paragraph 1 above when of up to and including 1½ h.p. rating, or to air conditioners described in paragraphs 2 and 3 above, because they have been previously ruled of a class or kind made in Canada.

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-24-1 dated January 16, 1962, and Series D51-9-1 dated January 19, 1962.

Food and Drugs Act and Regulations

DETAILS OF amendments to the Food and Drugs Regulations, issued by the Canadian Department of National Health and Welfare, were brought to the attention of manufacturers exporting foodstuffs, beverages, drugs, cosmetics and therapeutic devices, in the *Board of Trade Journals* of September 30 and October 7, 1960. Apparently, the labelling regulations are now being rigidly applied by the Canadians (as from January 1, 1962), and exporters are reminded of the importance of ensuring that their products comply with the Canadian Food and Drugs Act and the Regulations made thereunder.

Loan copies are available, on request, from the Export Services Branch (Tariff Section), Board of Trade, Lacon House, Theobalds Road, London, W.C.1.

UNITED STATES

Proposed New Tariff

A NOTICE appeared in the *Board of Trade Journal* on November 10, 1961 (page 996) about a draft supplementary report by the United States Tariff Commission setting out amendments to the proposed new tariff schedules. After consideration of views expressed by interested parties, the Tariff Commission have revised this document and issued it in the form of their First Supplemental Report on the Tariff Classification Study. Most of the references in the draft are repeated without change in the revised report. Only the items listed below are the subject of amendments in the revised report which differ from the proposals in the draft:

Copra
Softwood lumber and siding
Hardboard
Newsprint
Mica
Industrial diamonds
Definition of coloured and special glass
Continuous cast aluminium products
Aluminium foil
Fans and blowers
Textile machinery
Footwear of rubber or plastics
Handbags of paper yarns
X-ray apparatus
Classification rule for toys
Balls
Game machines
Scale models of railway equipment, etc.
Substantial containers and holders (dutiable status)
Typewriter ribbon cloth
Zinc fume

A copy of the First Supplemental Report is available for inspection at Export Services Branch (Tariff Section), Board of Trade, Room 541, Lacon House, Theobalds Road, London, W.C.1. Copies may be purchased from the United States Government Printing Office at Washington, at a cost of $5, for which orders may be placed through H.M. Stationery Offices. Inquiries about individual items listed above may be made to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Extension 2705.)

BELGO-LUXEMBOURG ECONOMIC UNION

Import Duty Tariff Quotas

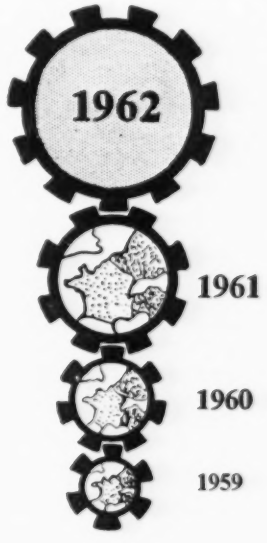
A BELGIAN Office for Foreign Trade Communique dated January 3, 1962, contains a consolidated list of goods (reproduced below) to be admitted free or at a reduced rate of import duty, **during 1962,** up to an annual quota specified against each item when imported from **non-E.E.C.** countries. Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty free or Reduced Duty
		Old (Prior to January 1, 1962)	New (From January 1, 1962)	
09.01 A I a, b	Coffee, unroasted	—	85% of total imports during 1961	Free
14.02 B I	Vegetable hair	—	Unlimited	,,
15.04 C I	Whale oil	—	,,	,,
Ex 29.01 D VI b	Diphenylbenzene	—	,,	,,*
Ex 29.13 D I e	Oxido-pregnenolone	—	,,	,,
Ex 29.14 A II c 5 cc 33	4 Bromo, 17 alpha, 21 dihydroxy-3, 11, 20 pregnanetrion-21 acetate	—	,,	,,
Ex 29.14 A II c 5 cc 33	Pregnonolone acetate	—	,,	,,
Ex 29.35 O II	4-amino-5-(Methoxymethyl)-2-propyl-pyrimidine	—	,,	3%
Ex 29.41 A	Acetyl digitoxin; lanatoside C; Lanatoside A + B + C; digitoxin	—	,,	2%
29.42 C II a	Crude cocaine	—	,,	Free
Ex 33.01 A II	Essential oils, not terpeneless, other than of citric fruit, geranium, cloves, 'niaouli' and 'ylang-ylang'	—	,,	,,
38.05 A	Crude tall oil	2,750	,,	,,
38.07 A	Turpentine oil	2,200	850	,,
38.08 A	Colophony, including resinous wax	4,800	2,000	,,
45.02 B	Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers), not reinforced with paper, fabric or other materials	70	60	,,
70.19 A I a	Glass beads cut or mechanically polished	—	Unlimited	,,
70.19 A III a	Imitation precious and semi-precious stones, cut or mechanically polished	—	,,	,,
71.04	Dust and powder of natural or synthetic precious or semi-precious stones	—	,,	,,
73.02 C	Ferro-silicon	16,200	16,680	,,
73.02 E I	Ferro-chromium	2,640	1,850	,,
Ex 73.02 H	Ferro-molybdenum	300	270	,,
73.05 A	Iron and steel powders	850	1,020	,,
73.08 A I	Iron or steel coils for re-rolling, not clad, of a width of less than 1·50 metres	10,000	7,000	3%*
Ex 73.15 A IV b	High carbon steel wire rod: Of a diameter of at least 4·5 but not more than 5·5 millimetres, containing at least 0·62% but not more than 0·74% carbon	2,500†	2,500	Free*
Ex 73.15 A IV b	High carbon steel wire rod: Of a diameter of at least 4·5 but not more than 13 millimetres, containing at least 0·60% but not more than 1·05% carbon at least 0·10% but not more than 0·25% silicon 0·50% or less of phosphorous and sulphur taken together, 0·10% or less of other elements, taken together, except manganese	200†	200	Free*
76.01 B I	Aluminium waste and scrap	200	120	,,
77.01 A	Unwrought magnesium	375	300	,,
78.01 A	Unwrought lead	10,000	5,000	,, *

* Per half year, 1962. †Per half year, 1961.

Note: This consolidated list supersedes the list of goods in earlier notices on the Belgo-Luxembourg Economic Union Duty Tariff Quotas published in the *Board of Trade Journal* during 1961.

TO HELP YOU SHARE IN THE COMMON MARKET



SOCIETE GENERALE

One of the leading French Banks—Founded in 1864 London Office 105 Old Broad Street London EC2 Telephone London Wall 5212

TURKEY

Global Import Quotas and Liberalization Lists

FURTHER to the notice published in the *Board of Trade Journal* (page 168 to 177), on January 26 details of the allocations affecting those items marked AID (ICA) in the eighth Global Import Quotas and Liberalization lists covering the first half of 1962, which the Turkish authorities have now published, are given below.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2715)

Eighth Quota List

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000	dollars)	
25	28.17.10	Sodium hydroxide (caustic soda)	500	200	(3)
	20	Potassium hydroxide			
	30	Sodium peroxide			
	40	Potassium peroxide			
32	28.42.13	Sodium carbonate (soda)	300	100	(3)
	16	Potassium carbonate			
	17	Lead carbonate			
45	32.07.10	Lapis lazuli	100	50	(3)
	20	Mineral black			
	40	Other			
70	38.19.20	Other chemical products and by-products of the chemical industry not elsewhere mentioned (except rubber solution for hot or cold repair of inner tubes)	300	200	(2)
72	39.15.90	Only plastifiers	Except formica (r.t.m.) and the like)		
	39.01	Condensation, polycondensation and polyaddition products			
	39.02.10	Products in liquid or paste state and other			
	90	Only plastics of acrylic basis			
	39.03.40	Products in liquid or paste state and other			
	39.04	Hardened albuminoids	3,000	100	(2)
	39.04.10	Only products in liquid or paste state			
	39.05	Natural resins modified by fusion and other (except resins containing colophony)			
82	40.05	Plates, sheets and strips of unvulcanized rubber, natural or synthetic	10	15	(2)
83	40.06.11	Washers	15	40	(3)
	12	Joints			
	29	Other			
85	40.09.10	Only special tubing for power hammers of a service pressure exceeding 40 atm. for 2 hours without interruption	10	5	(3)
86	40.10	Only V belting	25	50	(3)
87	40.10	Only conveyor belts of vulcanized rubber (wider than 50 cm.)	50	10	(3)
89	40.12	Medical articles (except teats, gloves and draw sheets) only X-ray aprons	—	50	(3)
	40.13.10				
	40.16.10				
	40.13.20				
91	41.01.11	Fresh bovine hides (up to 15 kilos)	300	—	(2)
	15	Dried bovine hides (up to 9 kilos)			
	21	Fresh calf hides (all kinds)			
	25	Dried calf hides (all kinds)			
97	45.03	Articles of raw natural cork	50	50	(2)
	45.04	Agglomerated cork and articles thereof			
101	48.01.62	Blotting paper			
	63	Drawing paper			
	69	Other papers			
	48.03	Only parchment paper and imitations thereof (except paraffin paper)			
	48.05.90	Other paperboards			
	48.06.10	Only scale paper for measuring instruments	200	200	(3)
	48.07	Paper and paperboard coated and impregnated, painted or printed (excluding gummed paper, paraffin paper and imitations of leather)			
	48.08	Filter paper			
107	51.02	Monofil, strip and the like of man-made fibre materials (except imitation catgut)	15	10	(3)
	55.05.90	Netting yarn			
108	52.01	Textile yarns combined with metal wire	75	25	(3)
113	56.01.20	Discontinuous artificial textile fibres, waste and yarn	250	—	(2)
	56.02.20				
	56.04.20				
	56.05.11				
	21				
	31				
	41				
114	56.01.10	Discontinuous synthetic fibres, waste and yarn	500	—	(2)
	56.02.10				
	56.04.10				
	56.05.12				
	22				
	32				
	42				
135	73.01.11	Pig iron and spiegel iron	200	—	(3)
	20				
137	73.10.10	Only machine wire for the manufacture of electrodes and springs	250	—	(3)
138	73.10.30	Angle iron	150	350	(3)
	40	Flat bar iron			
	50	Other rods of iron and steel			
	60	Cold drawn or calibrated rods			
	73.11	Iron or steel sections (excluding curtain rails and iron uprights)			
139	73.18	Iron or steel tubes and pipes (excluding seamed tubes of 0·5 to 2·5 mm. diameter)	250	250	(3)
	73.19	High-pressure steel tubes			
140	73.20	Tube and pipe fittings of iron and steel (except those up to a diameter of 2·5 in. of iron and cast iron)	—	25	(3)
153	76.02.11	Aluminium wire	20	25	(3)
	19	Solid rods			
	76.05	Only aluminium flake			
	76.12	Cables, stranded wire, cordage, and the like of aluminium wire			
	76.13	Aluminium wire netting and fabric			
	76.16.10	Only aluminium nails, screws, bolts, nuts and the like (excepting washers)			
167	84.06.20	Diesel and semi-diesel engines (excepting outboard) and stationary type S engines up to 15 h.p.	100	750	(3)
	40	Gasoline motors (except outboard))			
	80	Other internal combustion engines (excepting outboard)			
168	84.06.90	Only bronze bearings with steel casings for diesel engines	—	50	(3)
169	84.06.90	Only cylinder jackets (up to 200 in.)	—	50	(3)
174	84.10.10	Distributing pumps fitted with a measuring and price device	10	100	(3)
	21	Elevators for liquids			
175	84.10.22	Only turbo-pumps	50	250	(3)
	23	Pumps for liquids (excluding deep well water pumps and centrifugal pumps up to 250 m^3/h)			
182	84.22.20	Lifting, loading, unloading and conveying machinery and equipment (excepting elevators)	150	500	(3)
	84.23	Earth excavating, boring, extracting, carrying and levelling machinery and equipment, stationary or mobile			
184	84.45	Machine-tools for working metals and metallic carbides	100	600	(3)
185	84.49	Pneumatic or motor driven hand tools and machine tools (except those with electric motor)	50	200	(3)
	85.05	Electro-mechanical hand tools and machine-tools			
186	84.51	Typewriters (only with standard Turkish keyboards)	—	100	(2)
187	84.52.10	Calculating machines	—	200	(2)
	84.53	Statistical machines operated with punch cards and the like			
189	84.54.10	Duplicating machines	—	25	(3)
	20	Address typing machines			
	90	Only pencil-sharpeners			
190	84.55	Only bodies and chassis of machines and apparatus falling within Headings Nos. 84.51 to 84.54 (inclusive)	25	—	(3)
194	85.01.22	Electric generators	50	50	(3)
195	85.01.31	Electric motors	100	150	(3)
	32				
	33				
209	85.23.10.20	Underground and submarine cables	50	100	(3)
213	87.02.11	Only dumpers with a net carrying capacity of 10 tons and over (to be imported exclusively by authorized distributors)	—	100	(3)
214	87.02.13	Only trucks (with a net load capacity of 500 to 1,500 kilos) (to be imported exclusively by authorized distributors)	—	1,000	(5)
215	87.02.13	Only trucks (with a minimum net load capacity of not less than 1·5 and not more than 6 tons) (to be imported by authorized distributors) (except metal and wood boxes)	—	1,500	(6)
216	87.04.90	Only chassis with engine of motor trucks of a net load capacity of not less than 1·5 and not more than 6 tons) (to be imported exclusively by authorized distributors)	—	1,500	(6)

(*Continued on next page*)

Turkey (*Continued*)

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000 dollars)		
217	87.02.14	Motorbuses	—	250	(7)
	19	Only motor ambulances			
218	87.07.10	Factory, warehouse and similar motor trucks and tractors driven by any motor, trucks used in railway stations (complete or not)	—	10	(3)
221	87.14	Only trailers of a capacity of 10 tons and more, with brake and drawn by tractors (to be imported exclusively by authorized distributors)	—	50	(3)

Liberalization List

Tariff and Statis. No.	Description of Goods	Remarks
27.10.33	Lubricating oils	(1)
40.01.20	Natural raw rubber	(2)
40.02	Synthetic rubber and rubber substitutes derived from oils	(2)
40.09.20	Only radiator hose, sleeves and fuel hose for vehicles (except radiator and water hose)	(3)
40.11.11	Tyres	(3)
12	Tyres	
21	Inner tubes	
22	Inner tubes	
30	Only tyre armour for vehicles	
40.14.11	Washers	(3)
40.14.12	Joints	(3)
41.01.12	Raw hides of bovine cattle fresh, weighing 15 kilos or more	(2)
16	Raw hides of bovine cattle, dried, weighing 9 kilos or more	
36	Raw hides of buffalo and buffalo calves, dried, weighing 9 kilos or more	
45.01	Natural cork and waste cork	(2)
45.02	Natural cork	(2)
45.04.20	Only joints	(2)
48.01.10	Straining paper	(2)
44 (r.t.m.)	Kraft paper for cement bags	
48.21.10	Joints	(3)
22	Scale paper for medical apparatus and technical machines	
29	Only paper matrixes for printing and paper and paperboard for jacquard and other weaving machines	
51.01	Yarn of continuous synthetic and artificial textiles	(4)
51.03		
57.10.10	Packing canvas	(2)
62.03.10	Jute bags	(2)
73.13.10	Iron and steel sheets (except black sheets 0·70 to 4·50 mm. thick and scaled sheets of any thickness)	(3)
20		
30		
40		
50		
70		
80		
90		
73.13.10	Only scaled sheets	(3)
20		
30		
40		
50		
70		
80		
90		
73.13.60	Tin plate	(2)
90	Only lacquered tin plate	
73.15	Alloy and high carbon steel	(3)
76.01.10	Unwrought aluminium	(3)
76.04	Aluminium sheets and strips	(3)
80.01.10	Unwrought tin	(2)
83.08	Flexible tubes of base metal	(3)
84.01.20	Parts and spares (except body and chassis)	(3)
84.02	Auxiliary apparatus for steam generators, steam condensers and parts and spares thereof	(3)
84.05.20	Parts and spares (except body and chassis)	(3)
84.06.90	Parts and spares (except bronze bearings) with steel shell for diesel engines and cylinder jackets up to 200 mm. and oil felt (except body and chassis) including air-cooled cylinder jackets	(3)
84.07.90	Parts (except body and chassis)	(3)
84.08.80	Parts of other motor and engines (except body and chassis)	(3)
84.09.20	Parts	(3)
84.10.29	Parts (except body and chassis)	(3)
84.11.90	Parts (except main body and chassis)	(3)
84.16.20	Parts and spares (except body and chassis)	(3)
84.21	Only parts and spares of fire extinguishers (except body, container and chassis) (including special fire extinguishers used in vehicles)	(3)
84.24	Agricultural, cultivating and soil preparation machinery (excepting shears of animal driven ploughs including those for tractors)	(3)
84.25	Harvesting and threshing machines and implements	(3)
84.24.69	Parts and spares (except body and chassis)	(3)
84.25.91	Parts and spare parts (except knives for harvesters) of reaper and binder machines, mowing and threshing machines and seed crushing machines	(3)
84.25.95	Parts of other machines (except reaper knives)	(3)
84.26	All kinds of dairy machines and implements and milking machines	(3)
84.26.90	Parts and spares (except body and chassis)	(3)
84.27	Fruit presses and filters and the like (except wine-presses)	(3)
84.27.90	Parts and spares (except body and chassis)	(3)
84.29.20	Parts and spares (except body and chassis)	(3)
84.30.20	Parts and spares (except body and chassis)	(3)
84.31.20	Parts and spares (except body and chassis)	(3)
84.32.20	Parts and spares (except body and chassis)	(3)
84.33.20	Parts and spares (except body and chassis)	(3)
84.34.19	Parts and spares (except body and chassis)	(3)
84.34.25	Parts and spares (except body and chassis)	(3)
84.34.29	Only parts and spares and printing type (except body and chassis)	(3)
84.35.20	Parts and spares (except body and chassis)	(3)
84.38	Accessories and parts for machines falling within Headings 84.36 and 84.37 (except body and chassis)	(3)
84.39.20	Parts and spares (except body and chassis)	(3)
84.41.90	Other parts and spares (excluding machine chassis, plates, legs and cabinets)	(3)
84.42.90	Parts and spares (except body and chassis)	(3)
84.43	Only parts and spares and casting ladles	(3)
84.44	Only rolling mills	(3)
84.48	Accessories and parts of machines falling within headings 84.45 to 84.47 (except body and chassis)	(3)
84.49	Only parts and spares (except body and chassis)	(3)
84.50	Only parts for gas-operated welding, cutting and surface tempering appliances and machines (including blow-pipes)	(3)
84.55	Parts of machinery or appliances of a kind falling within headings 84.51 to 84.54 (inclusive) (except body and chassis and drawers)	(3)
84.60	Moulds for metal, glass, rubber and plastic goods mineral substances and mineral carbides	(3)
84.57.90	Parts and spares (except body and chassis)	(3)
84.62	All kinds of bearings	(3)
84.63	Shafts, bearings, and other transmission equipment (except transmission shaft bearings and bronze bearing in steel shells)	(3)
85.01.50	Reaction coils (except fluorescent and valve ballasts)	(3)
85.01.90	Parts (except body and fluorescent and valve ballasts)	(3)
85.02	Only parts (except body and chassis)	(3)
85.18	Electrical condensers	(3)
85.19.30	Only relays used on controlling and regulating switchboards	(3)
85.20	Only bulbs for vehicles	(3)
85.20.90	Parts and spares	(3)
85.21	Tubes and valves for any use except lighting	(3)
87.02.13	Only trucks of a net capacity of 6 tons and more (except wooden and metallic boxes) (to be imported exclusively by authorized distributors)	(3)
87.03	Special purpose motor vehicles (except watering tanks, garbage trucks, scavenger trucks and fuel tankers) (to be imported exclusively by authorized distributors)	(3)
87.04.90	Truck chassis fitted with engines with a net capacity of 6 tons and over (to be imported exclusively by authorized distributors)	(3)
87.06	Parts and spare parts and accessories of motor vehicles falling within Heading Nos. 87.01, 87.02 and 87.03 (provided those falling within Heading 84.06.90 are excluded and they are indicated in the Parts catalogue) (except balata and oil felt)	(3)
87.07.20	Parts and spares (except those falling within 84.06.90)	(3)
90.28	Electrical measuring, checking, analyzing or automatically controlling instruments and apparatus	(3)

Footnotes:

(1) *In order to import from outside the A.I.D. (I.C.A.) Zone, it must be proved that a letter of credit for the amount requested has been opened.*
(2) *To pay only out of A.I.D. (I.C.A.) funds.*
(3) *Applications for the A.I.D. (I.C.A.) Zone shall be paid out of A.I.D. (I.C.A.) funds, for zones outside A.I.D. (I.C.A.), from Turkish resources.*
(4) *To pay out of A.I.D. (I.C.A.) funds (those of 20 d. or less and the substance polyester fibre shall be paid from Turkish resources.*
(5) $ 600,000 *out of A.I.D. (I.C.A.) funds.*
$ 400,000 *from Turkish resources.*
(6) $900,000 *out of A.I.D. (I.C.A.) funds.*
$600,000 *from Turkish resources.*
(7) $150,000 *out of A.I.D. (I.C.A.) funds.*
$100,000 *from Turkish resources.*

Subscriptions and Sales

READERS ARE REMINDED that subscriptions and sales inquiries should be addressed to the publishers at either of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 2 Edmund St., Birmingham 3; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to WATerloo 4944, Extension 1195.

BELGIUM

Transmission Tax Surcharge on Imported Goods

A BELGIAN Royal Decree dated January 9, 1962 (*Moniteur Belge* No. 11 of January 12, 1962), announced the following change in Transmission Tax Surcharge payable on certain imported goods.* *The Decree came into force on January* 15, 1962.

Benelux Tariff No.	Description	Basic Transmission Tax	Transmission tax surcharge on imported goods	Effect of Decree of January 9, 1962
Ex 83.13	Crown corks	Per cent. 6	Per cent. 8	Per cent. Plus 4

Note: The transmission tax surcharge is additional to the basic transmission tax. This surcharge is levied on certain specified imported goods in order to remove or reduce any difference in burden that may arise between taxation on imported goods and taxation on goods manufactured in Belgium.

*The consolidated list of goods subject to transmission tax surcharge on import into Belgium was published in the *Board of Trade Journal* on June 10, 17 and 24, 1960, and certain changes in that list were published in the *Board of Trade Journal* of October 21, 1960, August 25, 1961, December 22, 1961, and January 19, 1962.

National Bureau of Standards Review

'Research Highlights', a publication of the National Bureau of Standards, Washington, reviews the Bureau's research activities in developing, maintaining, and extending the nation's standards of physical measurement, and in investigating the physical constants and the basic properties of materials. Copies from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. 75 cents, or equivalent.

THE BRITISH BANK
OF THE MIDDLE EAST
Incorporated by Royal Charter 1889

HEAD OFFICE: 7 KING WILLIAM STREET, E.C.4
Mansion House 2643 (6 lines)

CAPITAL AND PUBLISHED RESERVES £4,774,000

A member of the Hongkong Bank Group, whose total assets exceed £445 million.

CHAIRMAN Sir Dallas Bernard, Bart.
DEPUTY CHAIRMAN: G. C. R. Eley, C.B.E.
GENERAL MANAGER: H. Musker, O.B.E., M.C.

BRANCHES

ADEN · INDIA · IRAQ · JORDAN · LEBANON · LIBYA · MOROCCO
SAUDI ARABIA · TUNISIA · ABU DHABI · BAHRAIN · DOHA · DUBAI
KUWAIT · MUSCAT · SHARJAH

ASSOCIATED BANK IN IRAN—
THE BANK OF IRAN AND THE MIDDLE EAST
Capital Rials 250,000,000 (£1,200,000)

SPAIN

Global Quotas

THE OPENING of some Global Quotas was announced in the *Board of Trade Journal* of January 26, 1962 (page 179).

The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following Global Quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		U.S. Dollars	
19	Newsprint	1,000,000	Frbruary 10
21	Yarn of textile fibres	1,250,000	February 17
24	Jute	3,000,000	February 12
2	Cheese	500,000	February 28
4	Beer	55,000	February 28
18	Paper and cardboard, its manufactures and products of graphic arts . . .	2,000,000	February 28

PORTUGAL

Addition to the Import Drawback System

BY DECREE No. 44,144, of January 2, 1962, the Portuguese Government have authorized the importation under the drawback system of artificial staple fibre (fibrana) destined for the manufacture of fabrics containing besides this fibre other natural, artificial or synthetic fibres.

The duty corresponding to the weight of the fibre content of the fabrics to be exported will be refunded against the exporters declaration duly confirmed by an analytical report of the laboratory of the Directorate-General of Customs.

The export of fabrics to which this decree refers must be carried out within two years to date from the importation of the respective raw material.

FEDERAL GERMAN REPUBLIC

De Facto Liberalization

UNDER an order dated January 3, 1962 the West German authorities have announced that they are continuing de facto liberalization of various items of food and feeding stuffs. A full list of the items involved can be seen in the Export Services Bulletin of January 12, 1962 (page 14). Import licences will still be required, but it is understood that there is no limit as to quantity.

All inquiries relating to this notice should be addressed to the Board of Trade, Commercial Relations and Export Department, Horse Guards Avenue, Whitehall, London, S.W.1 (Tel.: Trafalgar 8855, Ext. 2609), quoting C.R.E. 10046/58.

ALGERIA

Imports of Dessert Pears

THE FRENCH *Moniteur Officiel du Commerce International* dated January 17, 1962, announced that licences for the import of dessert pears (Tariff No. 08-06 B (I) (a) (2) and B (II) (a) ex (1)) originating in and being imported from the countries of the convertible franc zone, excluding Albania and Egypt, into Algeria, will be granted without quantitative restrictions for a limited period.

Licence applications on form AC should be made to Le Service du Commerce Exterieur et Interieur a la Delegation Generale en Algerie, Rue Bethezene, Algiers.

Each application should be in respect of one country of origin and one exporting country; mention should be made if the exporting country is a member of either the Organization for Economic Co-operation and Development or the European Economic Community.

The licences, when granted, will be valid until May 31, 1962, by

Algeria (*Continued*)

which date consignments must be disembarked in the customs territory.

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, London, W.C.1.

TUNISIA

Suspension of Duty on Trichlorethylene

THE TUNISIAN *Journal Officiel* of January 12, 1962, announced the provisional suspension of customs duties on the import of trichlorethylene (Tariff No. 29-02 (E: Others)).

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room 722, Lacon House, Theobalds Road, London, W.C.1.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Telephone: Trafalgar 8855, Ext. 2036). Telegrams and cables should be addressed 'Boneblack, London.'

Ship Repair Facilities at Bahrain

A CONTRACT costing between £500,000 and £600,000 which provides for the construction of an island 700 feet long by 150 feet wide, equipped with two parallel slipways and an approach causeway with a 22 feet carriageway has been awarded to George Wimpey and Co., Ltd., London, by Messrs Yusuf bin Ahmed Kanoo of Bahrain. It is the outcome of a plan conceived by the Bahrain firm to fill the need for maintenance and repair facilities for ships of 1,000 tons and under, operating in the Arabian Gulf.

FEDERATION OF RHODESIA AND NYASALAND

Application for Increased Duty

FEDERAL NOTICE No. 58, published in the Federation of Rhodesia and Nyasaland *Government Gazette* of January 19, 1962, states that the Ministry of Commerce and Industry has received an application for an increase in the Customs duty applicable to the following commodities:

The United Kingdom pays the Column D rate of duty.

Tariff Item	Description of Commodity	Rates of Duty			
		Duty A	Duty B	Duty C	Duty D
		Per cent.	Per cent.	Per cent.	Per cent.
63	Present wording and duties: (1) Carpets, floor rugs and matting, n.e.e., including underfelt, n.e.e. *ad val.*	30	20	17½	10
63	Proposed wording and duties: (1) Carpets, floor rugs, mats and matting, n.e.e., including underfelt, n.e.e.: (a) Of a value for duty purposes of less than 19s. per sq. yd. *ad val.*	30	20	17½	10
	(b) Other . . . *ad val.*	30	20	17½	10
	or per sq. yd.	£0 9s. 9d.	£0 6s. 6d.	£0 6s. 6d. less	£0 6s. 6d. less
	ad val.	whichever duty shall be the greater		2½	10

Where United Kingdom trade organizations are thought to be interested in the above application they are being informed and it is suggested that any United Kingdom firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization, should get into touch with that body in the first instance. Firms proposing to make independent representations to the

(*Continued on next page*)

EXPORT DRIVE

For trade with the East consult

THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 190 branches in twenty-six territories, as shown in the map above.

THE CHARTERED BANK

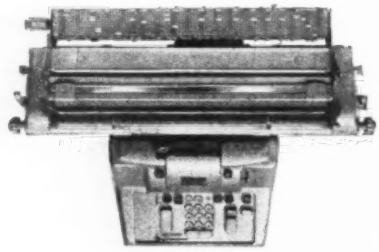
Head Office: 38 Bishopsgate, London, E.C.2.
Manchester Office: 52 Mosley Street, Manchester, 2.
Liverpool Office: 28 Derby House, Exchange Buildings, Liverpool, 2.

THE EASTERN BANK LIMITED

Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA) · THE IRANO BRITISH BANK (INCORPORATED IN IRAN)

Our subject here is accounting. Or book-keeping. And very difficult they are to keep these days... though less so since Addo took a hand in mechanization. Less bother, less time wasted, less error. Take the Addo-X 7000 class accounting machine with its *exclusive* control bar, which can be set for four different applications and changed from one to another in seconds. Planned keyboard is a pleasure to operate, and simple enough for the slowest Miss to master in minutes. This is one of a range. all low in cost. Surprisingly low, as we'll gladly show. Please write for details. Addo Ltd., 47-51 Worship St., London, E.C.2. MONarch 9791.



ADDO

DTV

Federation of Rhodesia & Nyasaland (*Continued*)

Federal Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 728/62. The closing date for the receipt of such representations by the Federal Ministry of Commerce and Industry is March 2, 1962.

Amendment to Suspension of Duty List

FEDERAL GOVERNMENT Notice No. 16, published in the Federation of Rhodesia and Nyasaland *Government Gazette* of January 19, 1962, amends, with effect from that date, the existing list of suspensions of duty as follows:

By the repeal of the following item:

Item	Effective Rate of Duty			
	Duty A	Duty B	Duty C	Duty D
Ex 86 (1) (a) (i) Bicycles and tricycles . *ad val.* or, each	£ s. d. 100% 8 0 0 whichever	£ s. d. 25% — duty	£ s. d. 15% — shall be	£ s. d. 5% — the
			greater	
(ii) Spare parts and accessories therefor, but not including electric lamp bulbs, tyres and tubes, when imported separately . *ad val.*	100%	25%	15%	5%

and by the substitution therefor of the following item:

Item	Effective Rate of Duty			
	Duty A	Duty B	Duty C	Duty D
Ex 86 (1) (a) (i) Bicycles of a frame size not exceeding 16 inches . . *ad val.*	100%	30%	20%	10%
NOTE: The frame size is deemed to be the measurement from the bottom bracket axle to the top of the seat tube.				

Import Control

DETAILS were given in the *Board of Trade Journal* of January 26, 1962 (page 182-183) of the Control of Goods (Import) Open General Licence, 1962.

With reference to the Second Schedule it should have been stated that the import into the Federation by any person is authorized of any goods which are the product or manufacture of any state or territory specified in that Schedule.

Application for Increased Duty

THE BRITISH Trade Commissioner at Salisbury reports that an application has been received by the Ministry of Commerce and Industry for an increase in the Customs duty applicable to the following commodities:

Tariff Item	Description of Commodity	Rates of Duty			
		Duty A	Duty B	Duty C	Duty D
157	Asbestos-cement manufactures:				
	(a) Plain or corrugated sheets, slates, tiles, guttering and ridging:				
	Present duty . . *ad val.*	10%	5%	Free	Free
	Requested duty . . *ad val.*	25%	20%	15%	15%

Where United Kingdom trade organizations are thought to be interested in the above applications they are being informed and it is suggested that any United Kingdom firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Federal Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. quoting reference C.R.E. 727/62. The closing date for receipt of such representations by the Federal Ministry of Commerce and Industry is February 9, 1962.

Food Additive Control in Denmark

The Food and Agriculture Organization of the United Nations have prepared a booklet entitled 'Food Additive Control in Denmark'. Copies from H.M. Stationery Office, P.O. Box 569, London, S.E.1. 2s. 6d.

Federation of Rhodesia and Nyasaland (*Continued*)

Import Control

THE FEDERAL AUTHORITIES have issued a memorandum setting out their import control arrangements for the period January-June, 1962. The following information is of interest to United Kingdom exporters.

Japan

In connection with imports from Japan, it is stated that licences will be issued to registered converters on the basis of allocations made by the Head Office of the Ministry of Commerce and Industry and by the Regional Officer in Buluwayo up to a quota of 5 million square yards for the period ending June 30, 1962 (a further 5 million square yards will be made available for the period ending December, 1962), for the following:

Tariff Item	Description
Ex 76	Piece-goods, woven, knitted, crocheted or felted, n.e.e.: Ex (f) (iv) Piece-goods containing rayon or spun rayon, bleached or in a loom state, *except:* (a) those in a drill, twill, sateen or satin weave; (b) those weighing more than 5¼ oz. per square yard.

Secondhand and Military Type Clothing:

The quotas for the period January 1, 1962 – June 30, 1962, are as follows:

All Secondhand Clothing and all Surplus Military Clothing but excluding Jackets*1 and Greatcoats.*2		Jackets*1
	£	£
Southern Rhodesia	19,000	38,000
Northern Rhodesia	7,500	15,000
Nyasaland	6,000	15,000
	32,500	68,000

*1 *Jackets* . i.e., ready-made jackets and sports coats for men and boys, and lumber jackets (not knitted or crochetted) and blazers.

*2 *Greatcoats* . i.e., overcoats, dustcoats, but excluding waterproof clothing.

NOTES:

(i) (a) It should be noted that jackets forming part of a suit will be set against the 'jacket' quota, while the value of the other parts of the suit will be set against the 'currency' quota.

(b) Importers should note that as from January 1, 1962, the Ministry will permit 'blouses, battledress and denim' type to be set against the 'currency' quota instead of the 'jacket' quota, subject to compliance with the dyeing stipulation in (iv) below.

(ii) Greatcoats will be allowed entry without numerical or monetary limit, subject to licence: but importers are no longer required to dye those of military or police style a distinctive colour other than khaki; green or blue.

(iii) African traders wishing to import this type of clothing will not be required to obtain allocations against the quotas. Licences will be issued in such cases for reasonable quantities upon application to any office of the Ministry. Religious organizations will be treated in the same way provided applications are *bona fide*.

(iv) Licences for the undermentioned articles, against quota, will only be issued if they have been dyed a distinctive colour other than khakai, green or blue.

Berets, khaki;
Blouses, battledress and denim;
Capes, waterproof, police style;
Jerseys, police style;
Shirts, grey flannel, police style;
Tunics, serge, police style.'

(v) Licences for the following articles will only be issued if the importer produces evidence that he has obtained an order from the Army, Air Force or Police authorities; such imports will be outside the quota arrangements:
Belts, black leather or buff (Northern Rhodesia Police style);
Belts, waist, leather (B.S.A.P. type);
Belts, web;
Camouflage raincoats or capes;
Helmets, African Police ('Shako' type);
Helmets, khaki with blue or red pugaree;
Helmets, riot;
Jackets, bush, blue drill (Northern Rhodesia Government type);
Sam Browne Belts . blue and brown.

General

Certain goods, whatever the country in which they originate, require an import licence for their importation into the Federation. The goods are as follows:

(i) Articles with respect to which notice has been given to the Controller of Customs and Excise in pursuance of the provisions of any Territorial law relating to copyright as read with the provisions of sub-section (i) of section 14 of the Copy-right Act, 1911, of the United Kingdom.

(ii) Clothing of the following tyles:
(a) new clothing designed for military, naval, air force or police use;
(b) used clothing other than the personal effects of an individual .

(iii) Gold, including:
(a) Any unmanufactured gold in any form whatsoever;
(b) any article or substance containing such unmanufactured gold;
(c) any article consisting of or containing gold which, although manufactured, is, as such, not a gold coin, an article of commerce, a work of art or of archaeological interest;
(d) gold derived from the smelting or treatment of any manufactured article containing gold.

(iv) Bags made of jute fibre but excluding hessian bags.

(v) Sugar.

(iv) Wheaten flour.

(vii) White phosphorous matches.

(viii) Any knife having a blade which:
(a) Opens automatically by hand pressure applied to a button, spring or other device in or attached to the handle of the knife, sometimes known as 'flick knife' or 'flick gun'; or
(b) is released from the handle or sheath thereof by the force of gravity or the application of centrifugal force and which, when released, is locked in place by means of a button, spring, lever, or other device, sometimes known as a 'gravity knife.'

(ix) Secondhand accounting machines including adding machines, cash registers, calculating machines, cheque writing machines, coin counting machines, computators, franking machines, ledger and posting machines, price computing scales and instruments, punched card equipment (including tabulators), sorting machines, taxi meters, ticket issuing machines and receipting machines.

(x) Timber originating in the Republic of South Africa, South-West Africa, Basutoland or Swaziland of coniferous or eucalypt (including saligna) species:
(a) in the rough or rough sawn, valued for customs duty purposes in accordance with the provisions of the Customs and Excise Act, 1955, at not more than seven shillings and sixpence per cubic foot; or
(b) made into boxes, casks, shooks or staves.

(ix) Explosives, including:
(a) Gunpowder.
(b) Nitro-glycerine.
(c) Dynamite and other nitro-glycerine admixtures.
(d) Guncotton.
(e) Blasting powder.
(f) Detonators.
(g) Fuse.
(h) Any other substance or device used to produce a practical effect by explosion; but excluding firearms, ammunition and fireworks manufactured for the purposes of amusement.

Advertiser's Annual of Germany

Leitfaden fuer Presse und Werbung, 1962 (Advertiser's Annual of Germany) will be published in March by the Press and Print Representation Ltd., 312 Earls Court Road, London, S.W.5. 41s. 2d.

THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

The Bank of Adelaide

(Incorporated in 1865 in Australia with Limited Liability)

II LEADENHALL STREET LONDON EC3

Telephone: Mansion House 2993 Telex: 23140

Principal Offices in Australia:

Adelaide (Head Office), Brisbane, Melbourne, Sydney, Perth and Fremantle

PAKISTAN

Import Trade Control for First Half of 1962 (continued)

THE INTRODUCTORY NOTICE and part of the list of items of the Pakistan import policy were published in the *Board of Trade Journal* on January 26 (pages 185 - 188). The remainder of the list is published below:

Annexure I

LIST 'A' Drugs and Medicines, Import of which will not be permissible.

Group	Name of Preparation
1. Analgesic, antipyretic and anti-rhuematic substances	1. All preparations containing aspirin, phenacetin, caffeine, quinine, opium, codeine and their combinations (except as in B). 2. Saridon. 3. Vintogeno. (r.t.m.) 4. Balms and rubs (except as in B).
2. Anti-malarials	1. All preparations in tablets, capsules, injections and liquid form (except as in B).
3. Antacid, carminatives, digestives and enzymes	1. All preparations in any form (except as in B).
4. Anthelmintics	1. All preparations in any form containing piperazine and its salts. 2. All preparations in any form containing santonin. (r.t.m.)
7. Anti-T.B. agents other than antibiotics	1. I.N.H. and P.A.S. and their combinations in any form with or without vitamins.
8. Anti-diabetics	1. Rastinon. 2. Diabenese.
9. Anti-dysentric, anti-amoebic and anti-diarrhoeial (other than sulphonamides and astringents)	1. Di-iodohyrdoxy quinoline tablets. 2. Iodo-chlorohydroxy quinoline tablets. 3. Combinations of 1 and 2 above. 4. Emetine injection. 5. Chlorodyne.
13. Antiseptics, disinfectants and deodorants.	1. Calamine lotion. 2. Argyrollotion. 3. Acriflavin eye drops. 4. Benzyl benzoate emulsion. 5. Dettol. 6. Listerine. 7. Life-guard. 8. Jessfluid. 9. Mercurochrome solutions. 10. Burnol. 11. Preparations containing phenol. 12. Gentianviolet jelly and solutions. 13. Cuticura ointment.
14. Anti-biotics	1. Combination of penicillin and dihydro-streptomycin.
15. Anti-convulsants, hypnotics, sedatives and tranquilizers	1. Pethidine, hydrochloride injection and tablets. 2. Morphine sulphate injection. 3. Elixir bromovalerian. 4. Phenobarbitone tablets.
18. Cough preparations and de-congestant	1. All preparations in any form (except as in B).
19. Calcium and its preparations	1. Calcium gluconate and lactate tablets.
23. Diagnostic agents.	1. Fehling's solution. (r.t.m.) 2. Benedicts solution. (r.t.m.)
26. Haematinics (including liver, iron and other preparations used in anaemia)	1. Easton talbets and syrups. 2. Iron tablets and syrups (except as in B). 3. Liver extracts and their preparations.
27. (b) Aphrodisiacs	1. Preparations containing canabis indica or yohimibine (except as in B).†
28. Laxatives, purgatives, cholagogues and cholerties	1. Vegetable laxatives in any form. 2. Castor oil (except as in B). 3. Agarol. 4. Cremaffin (except as in B). 5. Preparations containing phenolpthalein.
31. Prescription chemicals	1. Potas citrate. 2. Sodium citrate. 3. Potas acetate. 4. Sodium acetate. 5. Caffeine citrate.
32. Sulphonamides and their preparations	1. Sulphadiazine tablets. 2. Sulphadimidine tablets. 3. Sulphaguanidine tablets. 4. Sulphanilamide tablets. 5. Sulphathiazole tablets. 6. Sulphapyridine tablets. 7. Succinylsulphathiazole tablets. 8. Phthalylsulphathiazole tablets. 9. Sulphamethoxy pyridazine tablets. 10. Combinations of abovementioned sulphadrugs with or without dio-iohydroxy quiniline or iodo-chlorohydroxy quinoline or chloroquine.
34. Sympathetic and parasympathetic including anti-asthma preparations	1. Ephedra extracts. 2. Preparations containing ephedrine and its salts in any form (except as in B) 3. Ephecrine and pseudo ephdrine injection and tablets. 4. Salts of ephedrin
37. Tonics	1. Waterbury's compound. (r.t.m.) 2. Nervigor.
39. Vitamins and their preparations and diet supplements	1. Vitamins B-2 tablets. 2. Vitamin K tablets. 3. Nicotinamide tablets. 4. Nicotine acid tablets. 5. Vitaminized glucose.
41. N.O.S. (Not otherwise specified)	1. Aqua pro injection. 2. Aquas, B.P., B.P.C., U.S.P. and N.F. 3. Dil. acids and alkalies, B.P., B.P.C., U.S.P. and N.F. 4. Infusions, B.P., B.P.C., U.S.P. and N.F. 5. Liquid, extracts B.P., B.P.C., U.S.P. and N.F. except ergot. 6. Liquors, B.P., B.P.C., U.S.P. and N.F. 7. Liniments, B.P., B.P.C., U.S.P. and N.F. 8. Pulvis, B.P., B.P.C., U.S.P. and N.F. 9. Spirits, B.P., B.P.C., U.S.P. and N.F. 10. Simple syrups, B.P., B.P.C., U.S.P. and N.F. 11. Tinctures (except digitalis), B.P., B.P.C., U.S.P. and N.F. 12. Unguentums, B.P., B.P.C., U.S.P. and N.F. (excepting those containing antibiotics and hormones). 13. Milk injection with or without iodine. 14. Normal saline ampoules. 15. Vinums, B.P., B.P.C., U.S.P. and N.F. 16. Asoka cordial. 17. Diapepsin. 18. Elixir neogodine. 19. Gascue. 20. Haemogen. 21. Livergen. 22. Liverbin. 23. Liverex. 24. Pyrix. 25. Quamaresh. 26. Quinohaemogen. 27. Sen's stomach cure. 28. Vinomalt. 29. Vinkola. 30. Dakins damiana pills. 31. Rustin osan. 32. Sarsaparilla iodized or otherwise. 33. Hexamine injection. 34. Sen sen.

LIST 'B': Drugs and medicines which will be permitted for import up to the maximum of 20 per cent. of the value of the licence.

Group	Name of Preparation
1. Analgesic, anti-pyretic and anti-rhuematic substance	1. Kaoline poultice. 2. Alkaseltzer tablets. 3. Irgaphrine injections and tablets. 4. Bautazolidine tablets and injections. 5. Neoticinil tablets and injections. 6. Iodex.
2. Anti-malarials	1. Resochin tablets and injections. 2. Quinine ethyl carbonate. 3. Avolchlor tablets and injections. 4. Camoquin tablets and injections.
3. Antacids, carminatives, digestives and enzymes	1. Woodward gripe water. 2. Preparations containing magnesium tri. silicates. 3. Preparations containing enzymes. 4. Preparations containing aluminium hydroxide. 5. Andrews liver salt. (r.t.m.) 6. Liquor diastase. 7. Takazym capsules and powder.
7. Anti-T.B. agents other than antibiotics	1. Iso-benzacyl. 2. Benzacyl.
15. Anti-convulsants, hypnotics, sedatives and tranquilizers	1. Tablets of maprabamate. 2. Tablets of reserpine.
18. Cough preparations and de-congestants.	1. Cough drops, inhalers and vaporubs. 2. Preparations containing antihistaminics.
26. Haematinics (including liver, iron and other preparations used in anaemia)	1. Haemoglobin syrups. 2. Ferronicum tablets and syrups. 3. Fergon tablets. 4. Ferronsanol tablets and syrups.
27 (a). Hormones	1. Prednisolone tablets and ointments. 2. Tablets, injections and preparations, containing testosterone or its salts with or without vitamins.

Pakistan (*Continued*)

Group	Name of Preparation
27 (b). Aphrodisiacs	1. Pasuma tablets and injections.
28. Laxatives, purgatives, etc.	1. Milk of magnesia. 2. Castor oil (for East Pakistan only). 3. Cremaffin (for East Pakistan only).
31. Prescription chemicals	1. Sodium benzoate. 2. Ferriet ammon citras. 3. Ferriet quinine citras.
32. Sulphanomides and their preparations	1. Sulphacotamide sodium ophthalmic solutions.
34. Sympathetic and parasympathetic	1. Asmac. 2. Frenol. 3. Bronchinsons. 4. Brovonite. 5. Dilatrine. 6. Asthma inhalants. 7. Atropin sulphate tablets or injections. 8. Hyoscine tablets or injections.
37. Tonics	1. Preparations alcoholic or otherwise, containing glycero phosphate, lecithin, strychnine, arsenic, meat extracts, fortified with vitamin or otherwise. 2. Medicinal wines, vitaminized or otherwise.
39. Vitamins and their preparations and diet supplements	1. Vitamin B-1 tablets and injections. 2. Folic acid tablets and injections. 3. B-complex tablets, capsules, syrups and elixirs. 4. Vitamin C tablets and injections. 5. Vitamin B-12 tablets and injections. 6. Multi-vitamin tablets, capsules, syrups, drops without minerals. 7. Yeast tablets.
41. N.O.S. (Not otherwise specified)	1. Conc. extracts. 2. Menthol. 3. Thymol. 4. Olive oil. 5. Pulvis glycerrhizae co. 6. Gum tragacanth-pulv. 7. Gum acacia-pulv.

The contents per tablet/capsule/millitre of injection/each teaspoonful of oral, liquid of vitamin and allied substances in a multivatimin, B-complex preparations shall not be less than the minimum daily prophylactic doses as given in the latest edition of British pharmacopoeia and the British pharmaceutical codex.

If any of patent or proprietary brand falls under list 'A' or 'B' above, the same will be governed by conditions mentioned therein.

Permission of import of new unintroduced items including new brands will be subject to prior approval of D.G.H. Prior approval of D.G.H./D.H.S. will also be necessary for import of narcotic drugs.

Pharmaceutical industry will continue to get their items of import approved from D.G.H./D.H.S. as heretofore.

Annexure II

LIST 'A': A (i) List of Industries which will be Licensed for amounts requested for January-June, 1962.

Sl. No.	Name of Industry
1.	Sports goods.
2.	Surgical instruments.
3.	Gaur gum.
4.	Tanning.
5.	Musical instruments.
6.	Carpet making.
7.	Bonemeal.

A (ii) List of Export Industries to which Initial Licensing will be done at 80 per cent. of Value Licensed during July-December, 1961.

Sl. No.	Name of Industry
1.	Absorbent cotton.
2.	Boot polish.
3.	Brass water fitting.
4.	Biscuits and confectionery.
5.	Cosmetics.
6.	Cutlery.
7.	Centrifugal pumps.
8.	Diesel engines.
9.	Electric fans.
10.	Fountain pens.
11.	Fruit and fish canning and preservation.
12.	Hosiery (yarn restricted) including handkerchief manufacturing.
13.	Leather goods (excluding leather and fabrics).
14.	Gramophone records.
15	Nylon gut and monofilament.
16.	Optical.
17.	Paints and varnishes.
18.	Pencil (paint restricted).
19.	Plywood
20.	Leather footwear (excluding leather).
21.	Pharmaceutical.
22.	Rubber goods.
23.	Rubber tyres and tubes.
24.	Rubber footwear.
25.	Sheet glass and glassware.
26.	Soap (tallow restricted).
27.	Thread spooling (yarn restricted).
28.	Typewriter carbons and ribbons.
29.	Tufting (excluding yarn).
30.	Toothpaste.
31.	Watch straps and bracelets.

A (iii) List of Industries which will be licensed on the same basis as during July-December, 1961.

Sl. No.	Name of Industry
1.	Accumulators and batteries.
2.	Aircraft repairs.
3.	Alkatra.
4.	Aluminium capsules.
5.	Artificial limbs.
6.	Automobile workshop.
7.	Agarbatti.
8.	Asbestos sheets.
9.	Asphalt and bitumen.
10.	Barleed wires.
11.	Belting.
12.	Bricks and tiles.
13.	Block processing.
14.	Builders hardware.
15.	Bus body building.
16.	Book binding.
17.	Buttons.
18.	Bangles.
19.	Board and paper.
20.	C.I. pipes and sanitary fittings.
21.	Cement.
22.	Ceramics and fire-bricks.
23.	Cereal manufactures.
24.	Collapsible tubes.
25.	Conduit pipes.
26.	Cattle feed.
27.	Country boat making.
28.	Crown cork.
29.	Crankshafts for engines.
30.	Cycle parts.
31.	Cycle complete (excluding cycle chains).
32.	Cardboard box making.
33.	Cardboard making.
34.	Cotton ginning and baling presses.
35.	Cotton waste spinning.
36.	Conchshell making.
37.	C.I. pan manufacturing.
38.	Dairy.
39.	Dental goods.
40.	Disinfectants and insecticides.
41.	Distilleries.
42.	Domestic hardware.
43.	Domestic sewing machines.
44.	Dry cleaning (laundry).
45.	Electric welding (welding electrodes).
46.	Engraving.
47.	Expanded metal.
48.	Electric cables and wires.
49.	Electric lamps (bulbs).
50.	Electric motors and transformers.
51.	Electric switch gear and meters.
52.	Electric accessories.
53.	Electric tubes.
54.	Fisheries.
55.	Foundries.
56.	Fishing hooks.
57.	G.I. pipes.
58.	Grinding wheel.
59.	Glue, gum and resin.
60.	Glucose.
61.	Hand torches.
62.	Hand and edge tools.
63.	Heavy chemicals.
64.	Hurricane lanterns.
65.	Hospital equipment.
66.	Industrial furnaces.
67.	Industrial gas.
68.	Ink.
69.	Ice and cold storage.
70.	Kapok ginning.
71.	Light chemicals.
72.	Locks and padlocks.
73.	Limestone.
74.	Matchet (blue paper restricted).
75.	Milk food.
76.	Miscellaneous chemicals.
77.	Metal fabrication.
78.	Mathematical instruments.
79.	M.S. pipes.
80.	Oil mills.
81.	Pig iron (metal refinery).
82.	Pins and clips.
83.	Polythene.
84.	Printing presses.
85.	Printing types.
86.	Packets and containers (package industry).
87.	Paper products.
88.	Pigment and dry colours.
89.	Razor blades.
90.	R.C.C. pipes.
91.	Readymade garments.

(*Continued on next page*)

Pakistan (*Continued*)

Sl. No.	Name of Industry
92.	Rubber retreading of tyres.
93.	Relief maps.
94.	Scientific instruments.
95.	Shoe grindery.
96.	Sodium silicate.
97.	Small machine tools.
98.	Spring manufacture.
99.	Stoves and pressure lamps.
100.	Sugar mills.
101.	Sieves.
102.	Sensitized paper.
103.	Steel trunks and suitcases.
104.	Shoe lasts.
105.	Small arms and accessories.
106.	Starch.
107.	Slate and slate pencil.
108.	Steel reed and wire heald.
109.	Sandpaper and emery-cloth.
110.	Synthetic resins.
111.	School chalk.
112.	Sealing wax.
113.	Tubewell strainers.
114.	Tea estates.
115.	Transfer stamps.
116.	Tricycles and go-carts.
117.	Trolleys and trailers.
118.	Tin printing.
119.	Umbrella sticks and walking sticks.
120.	Utensils.
121.	Weights and scales.
122.	Wire netting.

Annexure III

List of Industries for Automatic Licensing

Sl. No.	Name of Industry
1.	Agricultural implements.
2.	Auto piston (auto parts).
3.	Baling hoops and G.I. wire.
4.	Barrels, buckets and pails.
5.	Bobbins.
6.	Bucket ridging.
7.	Brushes.
8.	Cigarettes and cigars (excluding tobacco).
9.	Clocks.
10.	Drums.
11.	Dye mixing.
12.	Enamelled ware.
13.	Electric generation.
14.	Electric casings.
15.	Furniture (steel safes and almirahs).
16.	Gas mantles (excluding art-silk yarn).
17.	Jute baling industry.
18.	Journals, magazines, newspapers.
19.	Miscellaneous engineering.
20.	Oil companies (tinplate).
21.	Parcel tapes (excluding art-silk yarn).
22.	Re-rolling mills.
23.	Rickshaws.
24.	Stationery.
25.	Shipbuilding.
26.	Tin containers.
27.	Textile machinery parts.
28.	Tea blending and packing (tea restricted).
29.	Tram cars.
30.	Umbrella and fittings.
31.	Vegetable ghee (except cotton seed-soyabean oil).
32.	Wire nails.
33.	Doors and windows.
34.	Wire drawing.
35.	Wood screws and rivets.
36.	Waterproofing textiles.

Annexure IV

List of O.G.L. Items

	Description	I.T.C. Classification	Specified Rates (Rupees)	Area
**1.	Iron and steel	Part I	10,000	20,000 for East Paskistan only.
*2.	Metals non-ferrous and ferro-alloys.	Part II		
3.	Tools and workshop equipment (specified items, as per P.N. No. 24 (61)/Imp.-R. dated April 26, 1961).	Part III	10,000	
4.	Books	IV/B-1/1 & 4	10,000	
5.	Asphalt pitch and tar	IV/B-2/2	2,500	East Pakistan only.
6.	Silbatta	IV/B-2/10	2,500	East Pakistan only.
7.	Camphor	IV/C-1/1	1,000	
8.	Gas in cylinders (excluding anhydrous ammonia gas for West Pakistan)	IV/C-1/2	5,000	
9.	Soda ash	IV/C-1/6	5,000	East Pakistan only.
10.	Chemicals all sorts, N.O.S. including caustic soda and excluding aqua pura, refined glycerine, sodium, silicate, sodium hydrosulphite, aluminium sulphate, magnesium sulphate and nitric acid	IV/C-1/7	5,000	
11.	Drugs and medicines (allopathic)	IV/C-1/8 & 9	5,000	
12.	Saccharine in tablet form in small packing, excluding dulcin and P-4000	IV/C-1/10	1,000	
13.	Coaltar dyes including dyes for textile printing	IV/D/1	5,000	
14.	Dyeing and tanning substances, all sorts, N.O.S. excluding hena	IV/D/2	5,000	
15.	Gas black and carbon black	IV/D/4	Licensed through industry only	
16.	Laboratory glassware, graduated or un-graduated	IV/E-1/7	10,000	
17.	Vacuum flasks including refills	IV/E-1/8	2,500	
18.	Electric insulating material, all sorts, n.o.s.	IV/E-2/13	1,000	
19.	Anchors and cables	IV/H-2/1	5,000	
20.	Needles, all sorts, n.o.s.	IV/H-2/6	1,000	
21.	Valves for iron and steel pipes and tubes	IV/H-2/17	1,000	
22.	Medical appliances made of silk or artificial silk	IV/I/1	1,000	
23.	Scientific instruments, apparatus and appliances, all sorts, n.o.s. (excluding geometry boxes of C. & F. values Rs. 3 and below)	IV/I/2	2,500	
24.	Surgical instruments, apparatus and appliances and parts and accessories thereof, n.o.s. other than those made in Pakistan and excluding absorbent cotton wool but including artificial teeth	IV/I/4	2,500	
25.	Typewriters and parts thereof n.o.s.	IV/M-1/4	5,000	
26.	Office machines and office equipment and parts and accessories thereof	IV/M-1/6	5,000	
27.	Packing for engines and boilers, all sorts, n.o.s.	IV/M-2/1	1,000	
28.	Ball roller and taper bearings	IV/M-2/2	2,500	
29.	Tractors (standard makes only) and spare parts for tractors *vide* P.N. No. 10(61)/Imp-R, dated March 11, 1961	IV/M-2/4 (i) & (ii)	Actual user's licence will cover cost of one tractor and accompanying spares, etc.	
30.	Cinematographic films unexposed	IV/P-3/1	2,500	
31.	X-ray films and plates	IV/P-3/3	5,000	
32.	Plants living	IV/P-4/1	2,500	
33.	Vegetable and flower seeds (excluding onions and onion seeds)	IV/P-4/2	1,000	
34.	Milk food for infants and malted milk, ovaltine and milo	IV/P-6/18	2,500	
35.	Sago	IV/P-6/36	1,000	
36.	Rubber raw including synthetic rubber	IV/R/1	Licensed through industry only	
37.	Tyres and tubes, n.o.s. (excluding factory rejects)	IV/R/5	10,000	
38.	Rubber scrap, excluding rubber coated canvas belting scrap	IV/R/9	2,500	
39.	Crepe rubber sheets	IV/R/10	2,500	
40.	Rubber patches and solution (excluding hot patches)	IV/R/11	1,000	

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1, or to the appropriate Regional office of the Board.

Pakistan (*Continued*)

	Description	I.T.C. Classification	Specified Rates (Rupees)	Area
41.	Scientific and surgical instruments, apparatus and appliances made of rubber including contraceptives .	IV/R/13	1,000	
42.	Duplicating stencils . .	IV/S/1	5,000	
**43.	Motor cycles and motor scooters not exceeding 200 c.c. . . .	IV/V/6	*15,000	
†44.	Trucks and buses (standardized makes) . . .	IV/V/7	*To cover cost of one vehicle	For East Pakistan only.
**45.	Automotive conveyances, n.o.s., including rickshaws without bodies but fitted with fare meters . .	IV/V/10	*15,000	
**46.	Parts and accessories of all automotive vehicles, n.o.s., including spare parts for marine engines . .	IV/V/11	10,000	Subject to the conditions notified in P.N. No. 68(60)/Imp-R, dated July 12, 1960.
47.	Cork manufactures, n.o.s. .	IV/Misc.-1/3	1,000	
48.	Gelatine capsules . .	IV/Misc.-1/14	1,000	

*For actual users, licences will issue to cover one vehicle only. Repeat facility shall however be avilable in respect of item 45.

**Repeat licences for these items will issue on production of Bill of Entry showing 75% utilization or more of the previous licences. In case of aluminium and copper, however, repeat licences will issue on production of Bill of Lading showing 75% utilization or more of the previous licence.

†Licences to actual users in East Pakistan for:

(a) Trucks and buses (standardized makes) shall issue on first-come-first-served basis subject to the following conditions:

(i) The applicant must be in transport business, but if he already possesses a vehicle, it must not be of a model later than 1957 or registered later than 1958;

(ii) A person who has received a licence for this item during July-December, 1961, shall not be licensed;

(iii) One vehicle only will be allowed per applicant in the Shipping period.

(b) *Auto Rickshaws.*—Conditions (i) to (iii) prescribed in the case of actual user licencees for trucks will apply equally to applicants for auto rickshaws, except that the latter if found eligible, may be considered for a repeat licence on production of proof of utilization.

The conditions regarding issue of auto rickshaw licences will apply to actual user applicants in West Pakistan also.

INDIA

Customs Duty Drawback

UNDER THE following notifications the Government of India has amended existing rules or issued new rules, relating to drawback on imported materials on which Customs duty has been paid and which are used in the manufacture of the goods specified below, when such goods are manufactured in, and exported from India.

G.S.R. 1523 of December 30, 1961	Certain tin plate products Mild steel products not otherwise specified.
G.S.R. 1524 of December 30, 1961	Mild steel tubular poles, black or galvanized . Mild steel pipes and tubes, all sorts.
G.S.R. 22 of January 6, 1962 ...	Labels made from Imported paper.
G.S.R. 23 of January 6, 1962 ...	Laboratory Oven. Incubators.
G.S.R. 24 of January 6, 1962 ...	Articles made from aluminium circles and sheets.

Full details of the above notifications may be obtained from the Export Services Branch (Tariff Section), Board of Trade, Lacon House Theobalds Road, London, W.C.1 (Telephone: Chancery 4411, Ext. 680.

Exporters

THE services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

SYDNEY
MELBOURNE
ADELAIDE
BRISBANE
PERTH
CANBERRA
TASMANIA
WELLINGTON
AUCKLAND
CHRISTCHURCH
DUNEDIN

GOING TO **AUSTRALIA** OR **NEW ZEALAND?**

We have issued a series of informative travel guides covering all the principal cities of Australia and New Zealand. Each guide includes a map of the city concerned and its suburbs. Business men visiting Australia and New Zealand and emigrants to these countries are invited to write for free copies of the guides to any of the cities listed below and for any information they require on industry, trade, finance and emigration.

AUSTRALIA AND NEW ZEALAND BANK LIMITED

71 CORNHILL, LONDON, E.C.3.

TELEPHONE: AVEnue 1281

Over 850 Branches and Agencies

FEDERATION OF MALAYA

Tariff Advisory Committee Application

THE BOARD OF TRADE have been informed by cable that the Federation of Malaya Tariff Advisory Committee have received an application for exemption from payment of import duty on raw felt to be used in the proposed manufacture of roofing felt. This commodity is classified under Item No. 641951 in the Federation of Malaya Customs Tariff and is, at present, subject to a duty of 15 per cent. *ad valorem* (full and preferential).

All persons, firms or associations wishing to oppose this application or wishing to submit relevant information to the Committee are invited to submit their written comments by registered post to the Secretary, Tariff Advisory Committee, Ministry of Commerce and Industry, P.O. Box 985, Kuala Lumpur, not later than February 26, 1962. Anyone wishing to give oral evidence before the Committee may do so by advising the Secretary to the Committee in writing and at the same time submitting a brief resumé of the evidence it is proposed to offer by the same date.

Pioneer Industries Ordinance, 1958

THE GOVERNMENT of the Federation of Malaya has announced that, subject to representations made in writing to the Ministry of Commerce and Industry before February 24, 1962, it is proposed to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Product
Tiles manufacture	Glazed and unglazed mosaic tiles

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the Federation of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Federation Company Tax for a period of from two to five years depending on the amount of capital invested in the Federation.

The Government of the Federation of Malaya has also announced that the following industry and product has been declared a Pioneer Industry and Pioneer Product under the above mentioned Ordinance.

Industry	Product
Textiles	Sanitary belts

The proposal to designate this product was announced in the *Board of Trade Journal* on December 1, 1961, (page 1153).

United Kingdom manufacturers who require further information about the Pioneer Industries legislation are invited to get in touch with the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Extension 2317), quoting reference CRE 1236/4/G.

Exemption from Customs Duty

THE MALAYAN *Government Gazette* of December 28, 1961, contains a copy of the Customs Duties (Exemption) (Amendment No. 4) Order, 1961. This Order amends Part I of the Schedule to the Customs Duties (Exemption) Order, 1959, by adding the following new item:

No.	Persons	Goods exempted	Conditions	Certificate to be signed by
61	The importer	Radio Telephone apparatus .	(i) That the apparatus is imported with the written approval of the Director-General of Telecommunications (ii) That the proper Officer of customs is satisfied that the apparatus is in accordance with the specification and frequency plan as approved by the Director-General of Telecommunications.	The importer

Canadian Labour Developments

A review of developments in Canadian labour legislation in the period of 1951-60 has been prepared by the Department of Labour in Canada, entitled 'Labour Legislation of the Past Decade'. Copies from the Queen's Printer, Ottawa, Canada. 40 cents, or equivalent.

PHILIPPINES

New Foreign Exchange Regulations

ON JANUARY 21, 1962, the Central Bank of the Philippines announced the removal of almost all the controls on the uses of foreign exchange and the establishment of conditions in which a free rate of exchange (applicable to all transactions, except to some extent the transfer of export receipts) should be able to fluctuate and find its own level. At the same time a Presidential Order was issued reducing the tariffs on certain essential items and increasing the tariff on a number of goods which are locally produced.

Full details of both the new foreign exchange regulations and the tariff changes will be published in the next issue of the *Board of Trade Journal*.

All inquiries about this notice should be addressed to the Board of Trade, Export Services Branch, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Extension 372.)

AUSTRALIA

Import Licensing Changes

THE AUSTRALIAN Department of Customs and Excise has advised that vegetable oils, seeds and nuts have been removed from import licensing control as from January 2, 1962.

As a result of these changes the Schedule of Categories should be amended as follows:

Category Item	Short Description	Licensing Treatment
Delete:		
Bank C18	Linseed; linseed oil; kardi (safflower) seed oil	Exempt
92 A	Oil seeds and oleaginous fruit-by-law	"
92 C	Cotton seeds	"
92 D	Linseed	"
92 E	Peanuts, peanut kernels	"
92 F	Soya beans	"
Ex 92 G	Kapok, sesama seeds	"
Ex 92 G	Seeds, viz.: castor oil, safflower, oiticica, sunflower	"
228 A 1	Whale oil	"
228 A 4	Fish and marinal animal oils, n.e.i.	"
228 B 2	Animal oils, n.e.i.	"
230 A 1 b	Vegetable oils for denaturation	"
Ex 230 A 2	Babassu oil	"
Ex 230 A 2	Rapeseed oil	"
Ex 230 A 2	Palm and palm kernel oil	"
Ex 230 A 2	Tung and oiticica oil	"
Ex 230 A 2	Crude cocoanut oil	"
230 A 3	Castor oil	"
230 A 4	Olive oil	"
230 A 5	Linseed oil	"
230 A 7	Safflower seed oil	"
Ex 230 A 8 a	Peanut oil	"
Ex 230 A 8 a	Edible vegetable oils . other	"
Ex 230 A 8 b	Inedible vegetable oils . other	"
230 B 1	Linseed oil . modified	"
230 B 2	Castor oil . dehydrated	"
230 B 3	Rapeseed oil . blown	"
230 B 4	Other vegetable paint oils	"
230 B 5	Other including animal or fish oils	"
230 B 6	Turkey red oil	"
Ex 230 C	Hydrogenated peanut oil	"

Tariff Changes

CHANGES HAVE BEEN made in the Australian Tariff effective as from January 26, 1962. Duties have been increased on tyre cord and cord tyre fabrics and on styrene and acrylic resin emulsions. New duties replace the ordinary and temporary duty on industrial nitrocellulose, Lower duties now operate on bathing caps, guitars, safety pins, vacuum cleaners, floor polishers and floor tiles, and a new form of duty operates on wall tiles.

Details of these changes will be published in the *Board of Trade Journal* as soon as possible, and meanwhile may be obtained from the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Extension 679 or 276.)

(*Continued on next page*)

Spanish Edition of 'British Petroleum Equipment News'

To supplement the sales effort of its members in Spain and the Latin American countries the Council of British Manufacturers of Petroleum Equipment has published a Spanish edition of its quarterly journal 'British Petroleum Equipment News'. Inquiries to the C.B.M.P.E., 118 Southwark Street, London, S.E.1.

Australia (*Continued*)

Details of Temporary Duties

DETAILS are given below of the temporary changes made in Customs Duties which came into effect on January 18, 1962. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
280	Drugs and Chemicals, viz.:						
	(R) *(New sub-item) Penicillin G and its salts:*						
	(1) *Having a value for duty not less than 7½d. per mega unit . . . ad val.*				Free	7½%	7½%
	(2) *Other . . . . . ad val.*				Free	7½%	7½%
	and, in addition, except in respect of goods in direct transit to Australia on or before December 12, 1961, a temporary duty as follows:						
	for each ½d. or part thereof by which the value for duty is less than 7½d. per mega unit . . . . . per mega unit				½d.	½d.	½d.
	(S) *(New sub-item) Penicillin V and its salts:*						
	(1) *Having a value for duty not less than 1s.4d. per gramme calculated as free acid ad val.*				Free	7½%	7½%
	(2) *Other . . . . . ad val.*	Free (Under Item 281 (L))	7½%	7½%	Free	7½%	7½%
	and, in addition, except in respect of goods in direct transit to Australia on or before December 12, 1961, a temporary duty as follows:						
	for each 1d. or part thereof by which the value for duty is less than 1s. 4d. per gramme calculated as free acid per gramme calculated as free acid				1d.	1d.	1d.
	(T) *(New sub-item) Streptomycin sulphate:*						
	(1) *Having a value for duty not less than 1s. per gramme . . . ad val.*				Free	7½%	7½%
	(2) *Other . . . . . ad val.*				Free	7½%	7½%
	and, in addition, except in respect of goods in direct transit to Australia on or before December 12, 1961, a temporary duty as follows:						
	for each 1d. or part thereof by which the value for duty is less than 1s. per gramme . . . . . per gramme				1d.	1d.	1d.
285	Medicines:						
	(A) Pharmaceutical preparations; patent and proprietary medicines and drugs, and other medicinal preparations, excepting insulin; medicinal extracts other than liver extracts; essences; juices; infusions; tinctures; solutions; emulsions; confections; syrups; pills, tablets, and the like; capsules; cachets; suppositories; pessaries, n.e.i.; poultices; salves; cerates; ointments; liniments; lotions; pastes and the like; medicinal waters not elsewhere specified; compounded medicinal oils; medicines for animals . . . . . ad val.	17½%	32½%	35%			
	[with an additional duty if spirituous as follows:					See below	
	if containing not more than 20 per cent. of proof spirit . . . per gallon	5s. 0d.	6s. 0d.	6s. 0d.			
	and for every additional 20 per cent. or fraction thereof of proof spirit] per gallon	5s. 0d.	6s. 0d.	6s. 0d.			
	(1) *(New paragraph) Penicillin G and its salts; penicillin V and its salts; streptomycin sulphate; admixtures of streptomycin sulphate with penicillin G or its salts or with penicillin V or its salts . . . . . ad val.*				17½%	32½%	35%
	and additional duties as follows:						
	if spirituous:						
	if containing not more than 20 per cent. of proof spirit . . . per gallon				5s. 0d.	6s. 0d.	6s. 0d.
	and for every additional 20 per cent. or fraction thereof of proof spirit per gallon		See above		5s. 0d.	6s. 0d.	6s. 0d.
	and, whether spirituous or not, except in respect of goods in direct transit to Australia on or before December 12, 1961, a temporary duty of . ad val.				12½%	12½%	12½%
	(2) *(New paragraph) Other . . . . . ad val.*				17½%	32½%	35%
	with an additional duty if spirituous as follows:						
	if containing not more than 20 per cent. of proof spirit . . . per gallon				5s. 0d.	6s. 0d.	6s. 0d.
	and for every additional 20 per cent. or fraction thereof of proof spirit per gallon				5s. 0d.	6s. 0d.	6s. 0d.

Note: Specific rates are quoted in Australian currency: £A125 = £ *Sterling* 100.

Tariff Board Inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) **Precision ground steel tapered roller bearings,** including such goods for use as original equipment in vehicles of the types covered by Tariff Item 360 (D), classifiable under Tariff Items 176 (A) and 359 (D) (3).

(2) **Penicillins and streptomycin, their salts and preparations** classifiable under new Tariff Items 280 (R), 280 (S), 280 (T) and 285 (A) (1).

Details of Tariff Item 176 (A) are given below. Details of Tariff Item 359 (D) (3) were published on October 27, 1961 (page 903). Details of the Tariff Items listed in reference (2) are given in the Details of Temporary Duties shown above.

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
176	(A) Roller bearings and ball bearings not being roller-bearings or ball-bearing plummer or hanger blocks . *ad val.*	Free	12½%	12½%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than February 16, 1962.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) C.R.E. 900/62 (2) C.R.E. 901/62.

Decisions on Tariff Classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
FISH, CRUSTACEANS AND MOLLUSCS (not including soup):		
Tuna preserved in tins or other air-tight vessels including the weight of liquid contents: Other than canned	51 (C) (4)	1d. per lb.
Snails in tins		
NOTE: The above reference includes a plastic bag pack containing snails packed in a tin and the empty snail shells.		
GUARDS:		
Watch, base metal, including rolled-gold, gold-plated or silver-plated. These guards are commonly known as watch chains . .	194 (B)	17½% *ad val.* Primage duty 5% *ad val.*
HOLLOW-WARE (which but for Item 208 (N) would be dutiable under Item 208 (A) (2)) of stainless steel and being utensils of the type ordinarily used in the household in preparing conserving or serving food	208 (N)	27½% *ad val.*
NOTE: The scope of this item extends to such goods with bottoms of aluminium or copper or other metal.		
JEWELLERY:		
Chain:		
Machine made, base metal, including rolled gold, gold-plated or silver-plated . .	194 (B)	17½% *ad val.* Primage duty 5% *ad val.*

(*Continued on next page*)

Australia *(Continued)*

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Diamonds, being diamonds exported for recutting and subsequently returned to Australia	311 (A)	Free Primage duty 10% *ad val.*
NOTE: These goods are not admissible under Item 401.		
MACHINERY, MACHINES, ETC.:		
Couplings:		
Snap-on, as used with pneumatic hand tools and general machinery for connecting air lines and the like	According	to material
Drill rod couplings for use with drill rods for rock boring machines	152 (C)	Galvanized – 3d. per lb. or 15% *ad val.* whichever rate returns the higher duty. Other – 2d. per lb. or 15% *ad val.* whichever rate returns the higher duty.
Drill rods for rock boring machines:		
When imported separately	152 (A)	10% *ad val.*
When the quantity exceeds the maximum capacity (in boring depth) of the boring machine with which they are to be used – on the excess		
NOTE: Drill rods for rock boring machines and couplings therefor imported with rock boring machines – To be classified under the item applicable to the rock boring machine, provided the quantity of rods and couplings does not exceed the maximum capacity (in boring depth) of the machine.		
Warburg apparatus, designed for measurement and quantitative investigation of gas exchange phenomena during chemical and biological research, including mechanical driving units and apparatus for transmitting power incorporated therein and accessories with and for use therewith	176 (F) (1)	27½% *ad val.*
PAINTS, COLOURS, VARNISHES, ETC.:		
Paints and colours:		
Prepared, in tubes, jars, bottles, pans or similar containers, not exceeding 1 lb. net weight each, in sets or outfits with artists' brushes, palettes, mixing pans and/or other accessories:		
Containing water colours in tubes	231 (D) (1)	Free, and if the value for duty of water colour and tube does not exceed 10s. 8d. per lb. gross, an additional duty on the weight of such water-colour and tube of 7d per ounce.
Otherwise	231 (D) (2)	Free.

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following tariff items until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
FLAVOURED SPIRITUOUS LIQUORS, VIZ.: Ramazzotti bitters (a beverage)	3(H)	When not exceeding the strength of proof – 56s. 6d. per gallon and 25s. 6d. per proof gallon. When exceeding the strength of proof – 82s. per proof gallon.

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

ELECTRICAL:		
Switches:		
Mercury pool, of the type used in echo depth-finding apparatus	179 (B) (7)	22½% *ad val.*
METALS (NON-FERROUS):		
Aluminium strips, laminated, for use in the manufacture of shims (packings), under security	139 (B) (1)	20% *ad val.*
Brass:		
Plate and sheet having fancy designs impressed during the rolling process	137 (B) (2) (a) or 137 (B) (2) (b)	Various
Strips:		
Hard tinned, 1⅜ inches by 0·0201 inch, for used in the manufacture of earthing contacts for valve shields, under security		
Laminated, for use in the manufacture of shims (packings), under security		
Duralumin bars, rods, sheets or strips, for use in the manufacture of orthopaedic instruments or surgical splints, under security	139 (B) (1)	20% *ad val.*
Gilding metal plate and sheet having fancy designs impressed during the rolling process	137 (B) (2) (a) or 137 (B) (2) (b)	Various
Pattern makers' metal, composed basically of approximately 80 per cent. lead and 10 per cent. tin, suitable for pattern cutting purposes	141 (B) (3) (b)	25% *ad val.*

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff, will gladly arrange to meet you at your own address. The names of the Controllers and the addresses and Subscriber Trunk Dialling Codes of the Regional Offices of the Department are given below.

NORTHERN REGION. Clarendon House, Clayton Street West, Newcastle-upon-Tyne 1. (Tel.: Newcastle 27550. Code: ONE 2. 27550.)
R. Wood.

NORTH EASTERN REGION. Pearl Chambers, East Parade, Leeds, 1. (Tel.: Leeds 31761. Code: OLE 2. 31761.)
E. Atherton.

EASTERN REGION. Cromwell House, Dean Stanley Street, London, S.W.1. (Tel.: Tate 4355.)
D. A. Wilson, C.B.E.

LONDON AND SOUTH EASTERN REGION. Cromwell House, Dean Stanley Street, London, S.W.1. (Tel.: Tate 4355.)
Barry Kay, C.B.E.

SOUTH WESTERN REGION. Government Buildings, Burghill Road, Westbury-on-Trym, Bristol. (Tel.: Bristol 62-2851. Code: OBR 2. 62-2851.)
M. Weber.

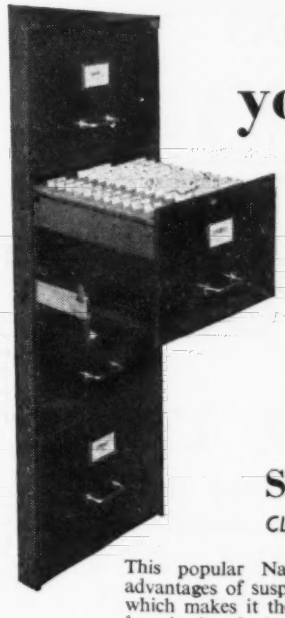
WALES. Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151.)
R. W. Daniel, C.B.E.

MIDLAND REGION. Somerset House, 37 Temple Street, Birmingham, 2. (Tel.: Birmingham Midland 8221. Code: 021. MID 8221.)
P. J. L. Homan.

NORTH WESTERN REGION. 76 Newton Street, Manchester, 1. (Tel.: Manchester Central 2171. Code: 061. CEN 2171.)
R. J. Forbes.

SCOTLAND. 40 George Street, Glasgow, C.1. (Tel.: Glasgow Bell 4455. Code: 041. BEL 4455.) District Office: 29a High Street, Inverness. (Tel.: Inverness 31998. Code: OIN 2. 31998.)
C. J. A. Whitehouse, O.B.E.

NORTHERN IRELAND. Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel.: Belfast 28271. Code: OBE 2. 28271.)
H. E. Jones, C.B.E.



SUSPEND your *FILING* & solve your problem with

national

SUSPENDED FILING

CLEARER · SIMPLER · TIDIER · QUICKER

This popular National Suspended Filing brings all the advantages of suspended filing plus a simplicity and visibility which makes it the first choice for every business. Strong, long-lasting foolscap folders have six positions for movable metal tabs with non-flam name protectors. In a variety of colours, these are staggered and angled to the eye for INSTANT identification. Standard folders fit your existing cabinets so it costs no more for the best. Write now for full details and nearest supplier to:

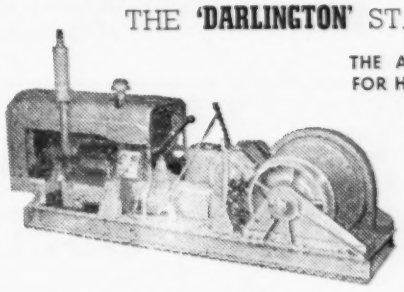
NATIONAL LOOSE LEAF COMPANY LIMITED

5 National House, Cursitor Street, London, E.C.4

'DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC

THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS



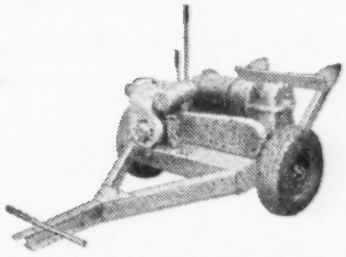
FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING Co. (Gateshead) **Ltd.**

TEAM VALLEY ESTATE, CO. DURHAM

MISCELLANEOUS ADVERTISEMENTS

5/- per line, minimum 25/- payable in advance

Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.63 Atlantic House, Holborn Viaduct, London, E.C.1

NOTICE TO MANUFACTURERS OF HYDRAULIC GATES, WEST PAKISTAN WATER & POWER DEVELOPMENT AUTHORITY, MANGLA DAM PROJECT. The above Authority intends to call for tenders for the design, manufacture, delivery ex-works, and supervision of installation and testing of the undernoted equipment:

(a) Five emergency intake gates, each approximately 36 feet high by 18 feet wide, to operate under a head of 300 feet of water, complete with guides, frames, seals, tracks, screens and hoists. The gates will be required to close under emergency conditions against a flow of 9,500 cubic feet of water per second and the plane of operation will be inclined at an angle of approximately 22 degrees to the horizontal. Opening will be under balanced-head conditions only. The Manufacturer may be required to submit results of model tests to demonstrate the adequacy of his design.

(b) Four draft tube gates for Mangla Power Station, each approximately 20 feet high by 19 feet wide to operate under a head of 110 feet of water, complete with guides, frames and seals. The hoists for these gates will be supplied under another Contract.

The procurement of this equipment will be financed through the Indus Basin Development Fund which is administered by the International Bank for Reconstruction and Development (World Bank).

Manufacturers wishing to be placed on the list of Tenderers should apply in English to the Consulting Engineers: Dinnie, Deacon & Gourley, Artillery House, Artillery Row, Westminster, London, S.W.1, before March 15, 1962. Applications must contain the name and address of Company or Firm; list and full details of similar equipment manufactured, including time when manufactured and names of clients and projects; statement of financial status and banking references; and any other information by which fitness to tender can be judged.

Those companies or firms considered to have sufficient experience and resources will receive the tender documents in due course.

ITALY – Highly experienced businessman offers his consultant services in marketing, selling, advertising and transportation. Perfect English, French. Highest references. Good commercial introductions. Please write Inter-Traffic, Mr. Gennaro, 34 Via Nino Bixio, Milan.

TEXTILE MERCHANTS, IMPORTERS AND WHOLESALERS – you need Worrall's Standard Textile Publications to locate supplies. Write for prospectus to John Worrall Ltd., Dept. P., Central Works, Oldham.

COMMON MARKET and Switzerland. British businessman in Geneva offers to organize sales outlets for U.K. manufacturers of high quality products. Todd, c/o Westminster Bank, 52 Stamford Street, London, S.E.1.

YOUNG EXECUTIVE (32) with wide experience in all aspects of import/export and office management seeks position with progressive company. Present salary £1,200. Box No. M9028, *Board of Trade Journal*, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for re-mould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new re-moulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

FOR SALE in large or small lots. Quantity of 11 gall. stainless steel (FDP) drums with galvanized iron protecting rims. Two inlets for screw bushes and valves. Pressure tested at manufacture to 80 lb. Originally used for draught beer. For details apply: Box No. M9029, *Board of Trade Journal*, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1.

AUSTRALIA AND NEW ZEALAND. Manufacturers Representatives, Old Established and amongst the best known in the Hardware Trade are at present available for a Select Agency in Tools, Hardware or Houseware. Box No. S5369, *Board of Trade Journal*, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1.

TRANSLATIONS IN ALL LANGUAGES with speed and accuracy. Sales and technical literature a speciality. Translagency Ltd., Translagency House, 4 Norland Square, W.11. Telephone: PARk 3333.

JERRICANS AVAILABLE FROM STOCK. All types and qualities, special requirements can be supplied. DEPARTMENT 391 Thos. W Ward. Ltd., Albion Works, Sheffield.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

SPECIALISTS in REBUILDING USED MACHINE TOOLS

NORRIS - TINKER ENGINEERING CO. LTD.

253 Putney Bridge Road, London, S.W.15. 'Phone PUTney 1888

WIDE AND NARROW

BAND SAW BLADES

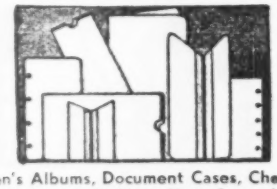
★

E. W. KENDALL & CO. LTD.,

10, Sewardstone Road, London, E.2.

Tel.: ADVance 4276

PVC Wallets & Containers



Salesmen's Albums, Document Cases, Cheque Book and Travel Cheque Holders, Note Cases, Loose Leaf Binders, Pocket Wallets, Conference Wallets, Swatch Covers, Advertising Gifts, etc.

ACADEMY PLASTICS LTD.

43-47 ROUNDWOOD ROAD LONDON, N.W.10
WILLESDEN 5277 (3 lines)

SCREWING MACHINES

For BOLTS and PIPES

Portable, for Hand and Power.
As used by Railways, Docks, Public Works and Engineers.

JAMES N. DURIE & CO. LTD.

PAUL WORKS, CRAVEN ROAD, LEEDS

Telephone: 23039 Leeds

SCIENTIFIC PYE INSTRUMENTS

W. G. Pye & Co. Ltd. have supplied precision-made scientific instruments to British and Foreign Governments for over 50 years. Please write, quoting the *Board of Trade Journal*, for their comprehensive catalogue describing instruments for research and industrial process control.

W. G. PYE & CO. LTD.

Granta Works · P.O. Box 60 · Cambridge · England

INJECTION SERVICES & SUPPLY (LONDON) LTD.

SPECIALISTS IN HYDRAULIC INSTALLATIONS

CONTRACTORS TO H.M. WAR OFFICE

MAINTENANCE ENGINEERS & SUPPLIERS TO THE PLASTIC MOULDING TRADE

193 WESTERN ROAD, LONDON, S.W.19

Telephone: MITcham 8238-9

and at BIRMINGHAM & MANCHESTER

Manufacturers

ALL TYPES OF LIFTING APPLIANCES

for full details write:

FELCO LIFTING APPLIANCES

FELCO HOISTS LTD.
29 Cromwell Rd., London, S.W.7
Telephone: Kensington 7401
Telex. 24118

BODILL, PARKER (1922) LTD.

Great Hampton Row

BIRMINGHAM, 19

Manufacturers of

Brass Spur Teeth Grommets

THE LET

Brass Eyelets and Rings
Ventilator Eyelets

We hold stocks of all sizes

Telephone: CENtral 6645-4

DOMINION SALES (LONDON) LTD.

RENWICK ROAD · BARKING · ESSEX

(In Greater London Area. Only 12 miles from centre of London)

Telephones: DOMinion 4445 or 5226

Cables: DOSALFIN, London

SPECIALISTS IN THE SUPPLY OF ALL EX-GOVERNMENT EQUIPMENT INCLUDING ELECTRIC GENERATORS, TELEPHONE AND RADIO COMMUNICATIONS EQUIPMENT, ENGINEERING AND FACTORY EQUIPMENT

Write, telephone or cable for lists and offers. Prompt and efficient shipping and despatch services.

LONDON ASSOCIATION FOR THE BLIND

PLASTIC MOULDINGS FOR THE TRADE

Mouldings to customer's specification in Nylon, Diakon, Polythene, Polystyrene, and Acetate. Also High Frequency welding.

The only blind injection moulding workshop in the world.

We shall be pleased to discuss your Plastic problems entirely without obligation.

Competitive prices • Prompt deliveries

PELICAN HOUSE, 88-92, PECKHAM ROAD, LONDON, S.E.15 TELEPHONE: ROD 6153

(Registered in accordance with the National Assistance Act 1948)

LAB 2

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, Horse Guards Avenue, London, S.W.1. (*Address for telegrams and cables:* Boneblack, London.) Printed in England by Merritt & Hatcher Ltd., London. (K109) S.O. Code No. 72 3385.

Canada

New trade connections

For assistance in arranging desirable new trade connections in Canada, call on our Commercial-Industrial Development Department.

London Offices:
6 Lothbury, E.C.2
2 Cockspur Street, S.W.1

THE ROYAL BANK OF CANADA

Incorporated with limited liability in Canada in 1869

Over 1,000 branches in Canada, the Caribbean area and South America

ASSETS EXCEED $4,000,000,000

Secondhand FORK LIFT TRUCKS

We are one of the largest stockists of secondhand Fork Lift Trucks in England — consisting of English and American manufacture.

We give below, the various classes of trucks for sale.

CLASS A — *Completely recond.*

CLASS B — *in good working order.*

CLASS C — *complete but not necessarily in working order.*

We carry a very large selection of spares for English and American Fork Trucks.

A large hire fleet is available for users in Great Britain.

From ½ ton to 8 ton. Petrol Diesel Electric LPC. Lift heights up to 18'

L. LIPTON LIMITED

Phoenix Works, LAMPRELL STREET, LONDON, E.3

Telephone: ADVANCE 3345 & 2442 Telegrams: LIPASBEST, LONDON

MADE TO MEASURE

It fits! The piece that completes the picture. The accuracy of the fit is comparable with the sheet steel supplied by The Steel Company of Wales. This, too, is designed for a specific purpose, the job for which it is intended. Each order is a separate assignment and it is our primary concern to see that your product gets exactly the steel it needs. Made to measure, in fact.

THE STEEL COMPANY OF WALES LIMITED